CANADA'S ONLY WEEKLY HARDWARE PAPER

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXIV. Publication Office: Toronto, Canada No. 31

Aug. 3, 1912

REGISTERED

HRS&Co

TRADE MARK

EVERYTHING IN

METALS

Tin, Terne and Canada Plates, Galvanized Iron and Black Sheets, Tinned Sheets Angles, Tees, Anchors, Bar Iron Hoops Etc.

Pig and Sheet Lead Tin, Copper and Spelter. All Brands of Pig Iron

HENRY ROGERS, SONS & CO., Limited

Wolverhampton, Liverpool and Sheffield

CANADIAN BRANCH:

6 St. Sacrament Street, Montreal

We're Overtaking the Rush of Orders For GILLETTE Razors and Blades

Our apologies to those Dealers whose GILLETTE shipments have not been arriving as promptly as usual of late.

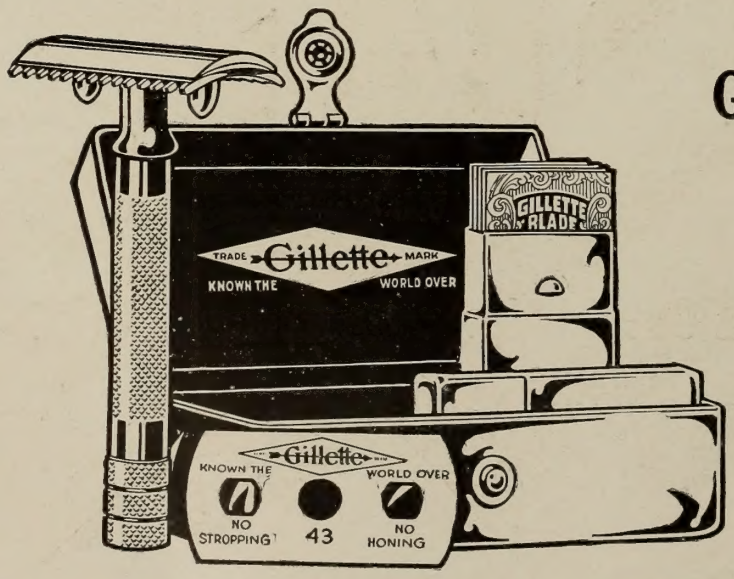
We always endeavor to ship the goods the same day the order is received—and usually we succeed, as you know. But the rush of orders received the last few weeks has, we must admit, got a little ahead of us. We had planned to take care of a good, healthy increase over last year, but the actual growth has far exceeded our expectations.

However, this embarrassment (which is not unwelcome) is only temporary. Now that we are settled in our new building, with plenty of room to spread, we are rapidly increasing our equipment and output. Four new machines are now running smoothly, we are overtaking the rush, and hope soon to be able to make shipments as promptly as ever.

At the same time, sales always run very heavy in the last four months of the year, taxing our capacity to the limit—and the Dealer who orders first gets the goods first.

Our new Electric Hardening and Tempering Machines are turning out GILLETTE Blades which are, **if possible**, keener, harder and more uniform than those on which the GILLETTE reputation has been built. You can recommend them as strongly as you like, for they will certainly make good.

Dropping business for a moment, do your holiday plans include a trip to Montreal? If they do, don't forget that you will be very welcome at the New GILLETTE Building. We are only a five minute drive or a ten minute walk from the G.T.R. or C.P.R. Stations, or from the Wharf, and if we can help in any way to make your stay in Montreal more pleasant we will be delighted to do it. Look us up.



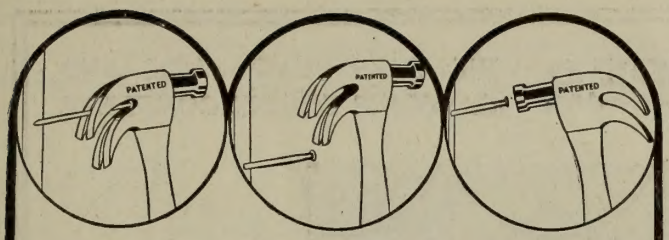
Gillette Safety Razor Co.
of Canada, Limited

Office and Factory:

The New Gillette Building

67-71 St. Alexander St. - Montreal

TRADE Gillette MARK
KNOWN THE WORLD OVER



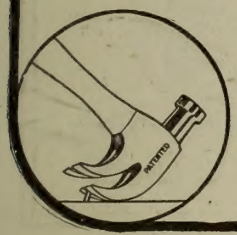
Strike Lift Drive

Double Claw Hammer

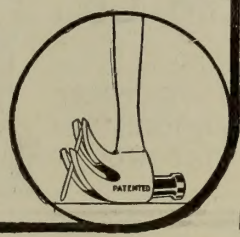
Nails Higher Without Strain. Worth ten times more than the Common Hammer, costs three times more to make. Spend a little more for the tool and Save Money.

Get it of your Canadian Jobber

Start Out



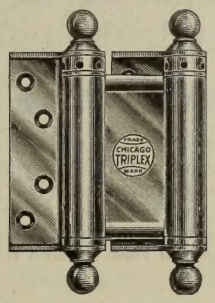
Pulls the nail out straight without a block



CHICAGO SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO TRADE C S B CO MARK NEW YORK

A New Line

"Yankee" Plain Screw Drivers

Strong, durable, well balanced tools, of the same high quality of material and workmanship as other "Yankee" Tools, which to-day are without equal.

The blade and ferrule are highly polished, the handle of hardwood, finished in dull black, making a handsome appearance.

Each tool is thoroughly tested and the blades positively guaranteed not to turn in the handle.

Your Jobber Will Supply You

No. 90, Standard Style, Fourteen Sizes, 2 to 30 in.

No. 95, Cabinet Style, (Slim Blade) Eleven Sizes, 2½ to 15½ in.



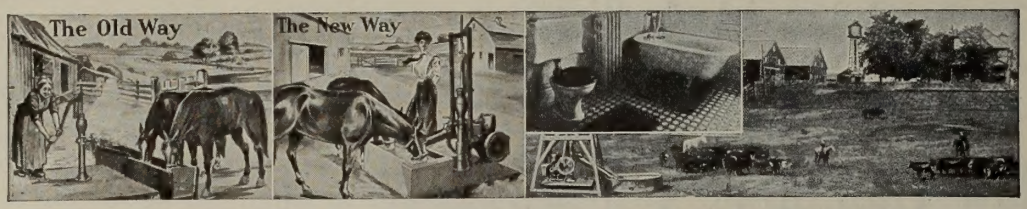
Made by

North Bros. Mfg. Co.

PHILADELPHIA, PA.

The "ECLIPSE" PUMPER

INCLUDES PUMP JACK AND GASOLINE ENGINE COMPLETE

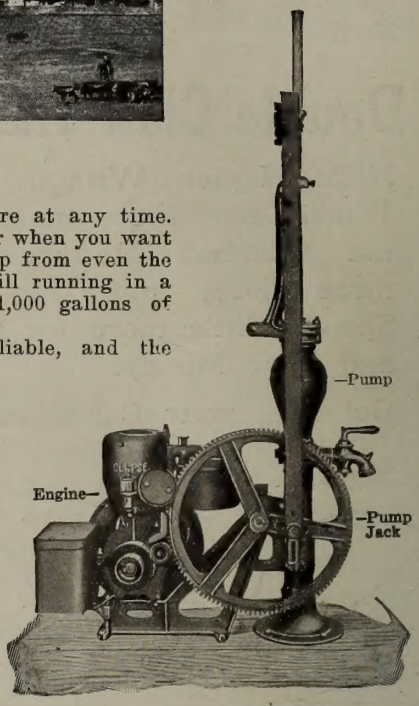


EVERY UP-TO-DATE FARMER WILL BUY ONE

There is no longer any excuse for not having a good supply of water anywhere at any time. **The Eclipse Pumper** has been designed especially for this service, to pump water when you want it to, and at small expense. It is independent of wind or weather, and will pump from even the deepest wells—in fact, it will pump as much water as a 10 or 12-foot windmill running in a 20 mile wind. It uses about one pint of gasoline per hour. Think of it, over 1,000 gallons of water pumped against a head of over 80 feet on one pint of gasoline.

This pump should be sold by every dealer—the profits are consistent and reliable, and the demand is certain to increase.

Write for full particulars. **Keep one in stock.**



The Canadian Fairbanks-Morse Co., LIMITED

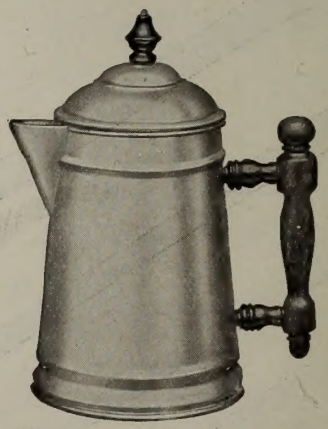
MONTREAL	TORONTO	SASKATOON
ST. JOHN	WINNIPEG	VANCOUVER
OTTAWA	CALGARY	VICTORIA

THE S.M.P. Royal Tea and Coffee Pots

NICKEL PLATED, OF ATTRACTIVE DESIGN, HANDSOMELY FINISHED, HEAVILY NICKELLED, WITH ENAMELLED WOOD HANDLES



Prices on Application



Nos.	430	440	450	460	431	441	451	461
Pints	3	4	5	6	3	4	5	6

Packed separately in cardboard boxes. **Put up 1 dozen in a case.**

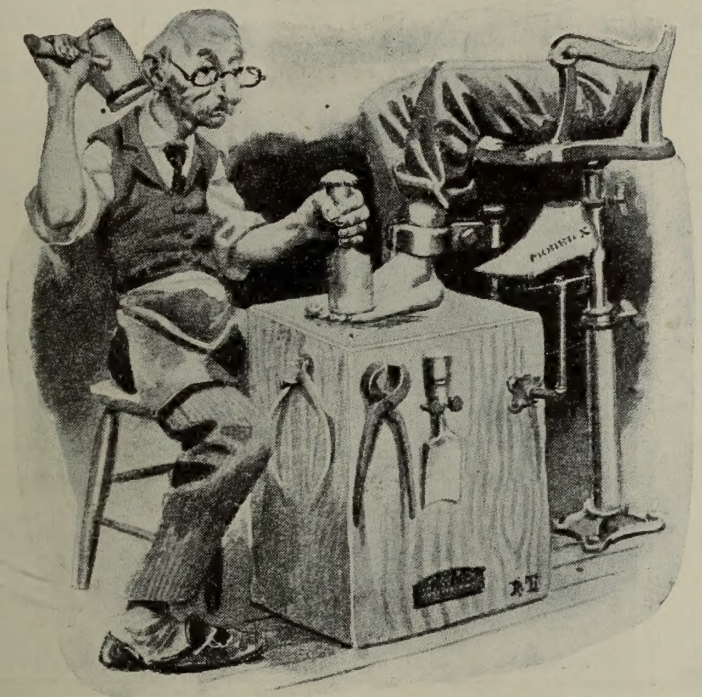
THE SHEET METAL PRODUCTS COMPANY

OF CANADA SUCCESSORS TO LIMITED

Kemp Manufacturing Company

Montreal TORONTO Winnipeg

"The Destiny that Shapes Our Ends"



"The Cobbler is the *real destiny that shape our ends.*"

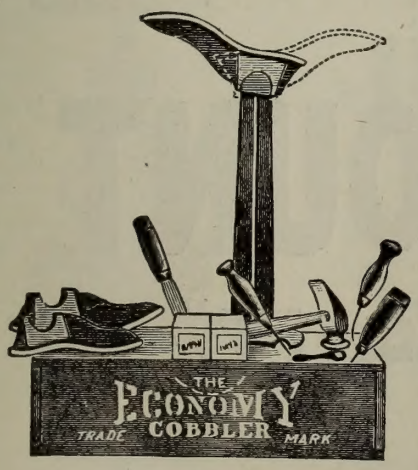
and he that

Saves Our Soles

is the old reliable Cobbler.

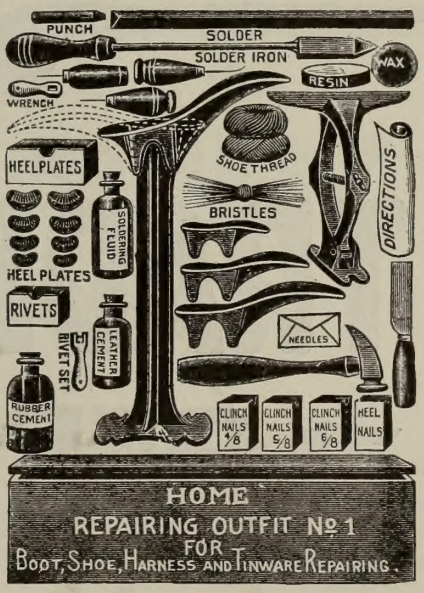
Every Hardware dealer should keep his stock complete with such items as go to make up

COBBLERS' SHOE REPAIR OUTFITS





We Can Supply You With



COBBLERS' REPAIR OUTFITS—HALF SOLES—HEEL TAPS—RUBBER HEELS—SHOE LASTS—SHOE HAMMERS—SHOE PINCERS—SHOE THREAD—SHOE BRISTLES—SHOE WAX—PEG BREAKS—HEEL SUPPORTS.

Look over Your Stock and see if you are supplied with all these items. If not, write us.

LEWIS BROS. LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

You'll Do A Big Fall Business In Gas And Electric Glassware By Featuring These Pilabrasgo Lines

Canada's due for a big business in gas and electric goods this year. And these lines are just the ones to get a lot of it for your store. They're brand new—**now.**

Havana Glass.

It's hard to describe this wonderful shade of brown. Took a lot of experimenting to get the precise color—rich in the daytime—clear and mellow at night. That it's going to be one of the "best sellers" is proven already by the way orders are coming.

Translux Glass.

At last a pure white light. It's the most practical shade your customers can buy for it softens the glare of high power lamps without throwing a shadow. Beyond a doubt, it will be a trade builder for you. You'll want it as soon as you see it.

Snappy New Designs.

Show both Havana and Translux. Many of them original this year. They'll help you sell—more than that, they'll make customers for you.

Send for our man with photographs—while the season's young.

The Pittsburgh Lamp, Brass & Glass Co.

General Offices and Factories; PITTSBURGH, Pa., U.S.A.

Canadian Branch — PILABRASGO — 119 Wortley Road, London, Ont.

R. E. DAVIS, Special Representative.

Every Rifleman Wants These—



Because they will help him shoot better!

You have but to show either or both these Marble utilities to interest any man who uses a rifle! When he hears the little price, he will promptly buy

TRADE MARBLE'S MARK

Rifle Cleaner and Rifle Rod



Cleaner, of softest brass gauze washers threaded on a spiral spring of tempered steel wire, attaches to any standard rod, and will thoroughly clean any rifle without harm. Rod is made in 3 brass sections with steel joint connections, as shown at left. Has swivel tip. Each is priced low and advertised widely.

You ought to push all the Marble Ingenuities

Our 60 rapid-selling specialties for marksmen and sportsmen, all liberally advertised for your benefit.

Ask for New Catalogue and details before big hunting season begins. Sold by leading jobbers.

MARBLE ARMS & MFG. CO.

5350 Delta Ave., Gladstone, Mich.

Pacific Coast Branch:
BAILEY SPECIALTY CO. - SAN FRANCISCO

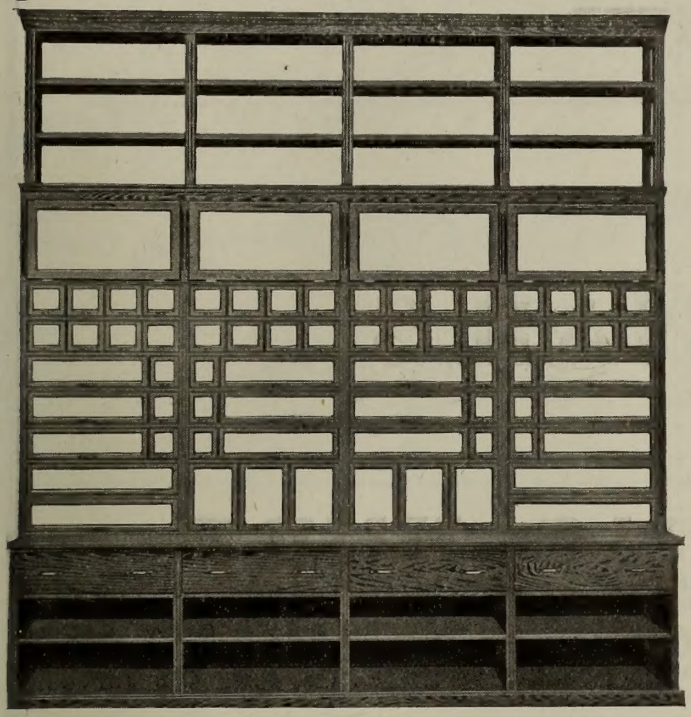
25%
TRADE DISCOUNT
—OFF PRICE LIST "A-17"—

METAL CEILINGS & WALLS
WRITE US FOR THIS LIST
The Galt Art Metal Co., Limited (Dept "C")
GALT, ONT.

Attractive Display Cabinets Are Efficient Silent Salesmen

Most up-to-date progressive dealers prefer cabinets of this sort, not only because they give the store a better appearance, but because they assist in making sales, keep the stock in good condition, and eliminate the necessity of continually dusting, thus reducing labor.

PRINT NO. 8



BERLIN HARDWARE DISPLAY CABINETS

are so constructed that the goods are displayed behind glass doors or display front compartments.

Made of good quality oak and neatly finished.

Cut illustrates print No. 8, being the second section of a large case.

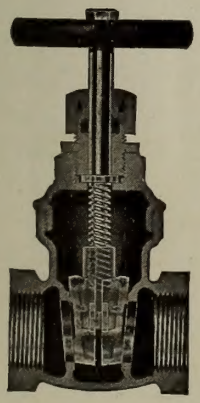
Did you cut print from last issue?

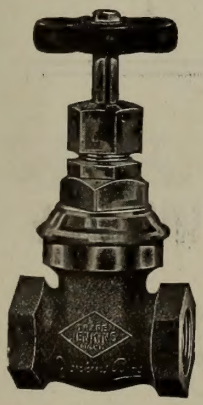
If not it will pay you to do it now, if possible. Save all the prints with numbers for reference in designing a case to meet your particular requirements. Then write us for specifications and prices.

Write for circulars on complete line of store fixtures or any special line in which interested.

The Walker Bin & Store Fixture Co. Limited

Manufacturers and Designers of
Modern Store Fixtures **Berlin, Ontario**





A NEW VALVE

JENKINS BROS.'

GUN METAL AND IRON BODY

GATE VALVES

"TYPE K"

Special Features:

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure

UNRIVALLED IN DESIGN AND WORKMANSHIP

Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with TRADE MARK like cut.

Stocked by Machinery, Hardware and Supply Dealers throughout the World.

Catalogue and Full Particulars Cheerfully Furnished on Application.

JENKINS BROS., Limited

Head Office and Works:
103 St. Remi St., Montreal, Canada

And at
95 Queen Victoria St., London, E.C.

THE
STEEL COMPANY OF CANADA
LIMITED

WIRE NAILS

HAY BALING WIRE

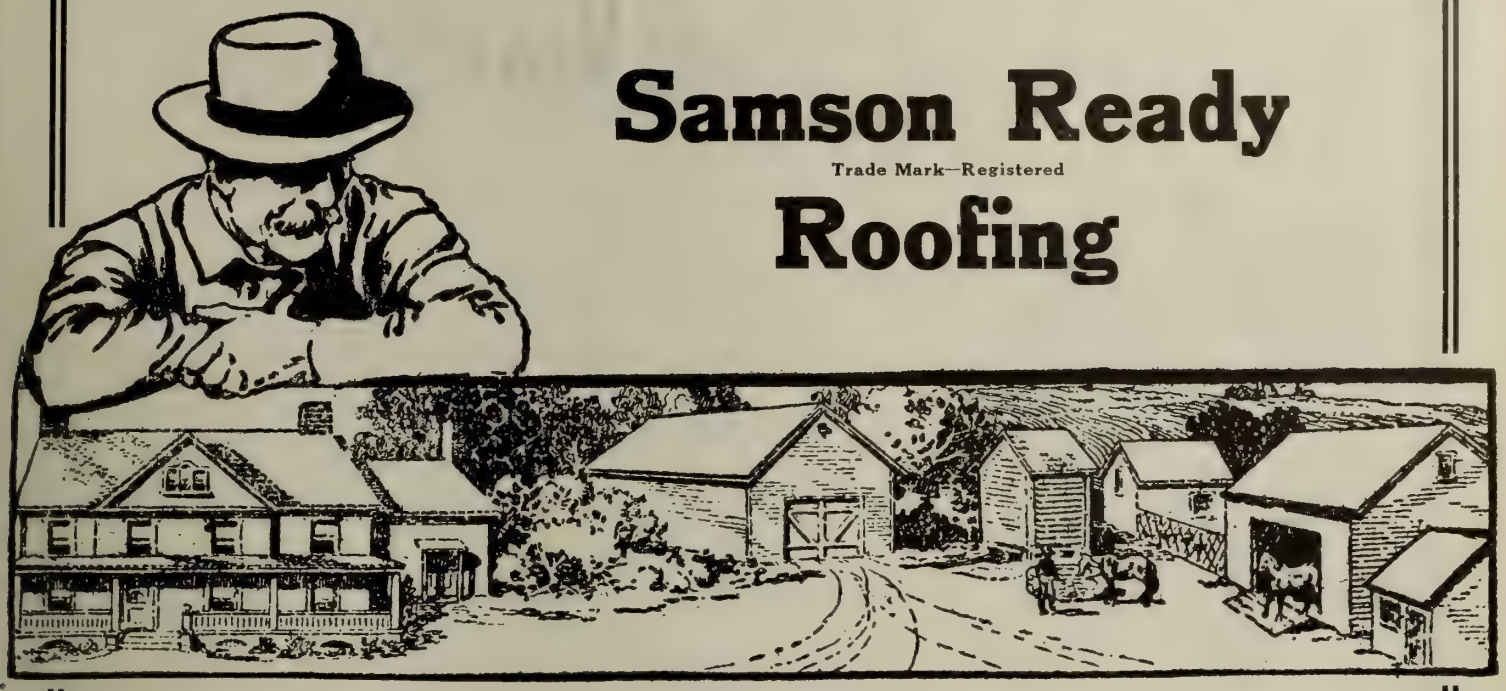
BALE TIES

Book Your Order Now
for
Fall Shipment

DISTRICT SALES OFFICES:

HAMILTON, TORONTO, MONTREAL, WINNIPEG

W. A. MacLennan, Vancouver, B.C.
J. B. H. Rickaby, Victoria, B.C.
H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, Halifax, N.S.



Samson Ready

Trade Mark—Registered

Roofing



Adapted To All Buildings

THE excellence of Samson Ready Roofing as a protection for all kinds of buildings has been repeatedly demonstrated. Samson Ready Roofing is the kind that gives positive satisfaction and brings your customers back for more. It is ideal for Bungalows, Porch Roofs, Garages, Barns and, in fact, on any roof where a neat and attractive appearance is desired. Samson Ready Roofing is easy to lay, waterproof and fire-resisting, and carries with it the Samson guarantee of absolute satisfaction.



SEND US YOUR ORDERS

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

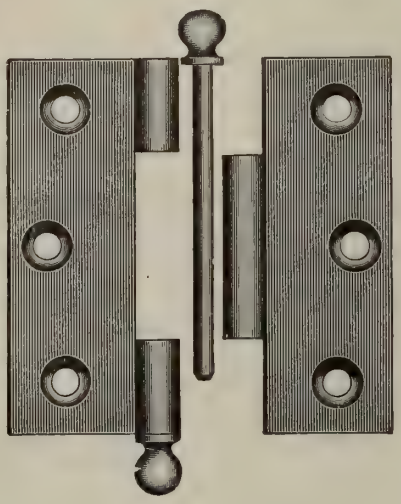
TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

Crescent Brand HARDWARE



Butt Hinges Strap Hinges Tee Hinges

Barn Door Hangers Parlor Door Hangers

Trolley Hangers Hinged Hasps Shelf Brackets

Wrought Staples Rollston Pulleys

Gate Hooks Wagon Hardware Etc. Etc. Etc.

Steel Sheets Bands Bars

Rods Wire

CANADA STEEL GOODS CO., Limited

HAMILTON - - - CANADA



Davidson's "Queen" Oil Tanks

For Storing Coal Oil, Linseed Oil, etc.

Made of Heavy Galvanized Iron. Handsomely Japanned and Ornamented. The bottom is protected from damage by an inset stand of wood, one inch thick. Fitted with interchangeable pump. Also Measure tray with hinged cover and padlock hasp.

3 SIZES

	½ Bbl.	1 Bbl.	2 Bbls.
Approx. Capacity Gallons	25	50	100

Write for prices

THE THOS. DAVIDSON MFG. CO. LIMITED

MONTREAL WINNIPEG TORONTO

Who seeks and will not take when once tis offered shall never find it more.
Antony and Cleopatra.



EVERY WORKMAN in our factory has absolute confidence in the Babbitt Metals we manufacture.

EVERY WORKMAN in our factory knows that nothing but the purest raw material is used, this and the knowledge that his efforts are appreciated inspires him to do his best.

EVERY WORKMAN in our factory is proud of the reputation attained by

HARRIS HEAVY PRESSURE

"The Babbitt Metal without a fault"

and of assisting to produce a Babbitt Metal which is acknowledged by all engineers as the best for all general machinery bearings.

MOST HARDWAREMEN CARRY IT IN STOCK

Do You? ***If not, write for prices***

The Canada Metal Co., Limited

Head Office and Factory: Fraser Avenue, **TORONTO**

Branch Factories: Brennan St., MONTREAL — Chambers St., WINNIPEG

Wholesale Agents Wanted in Toronto and Winnipeg

FOR

"F.M." PRESSED STEEL MILK CANS

The Standard Cans of the World

APPLY:—

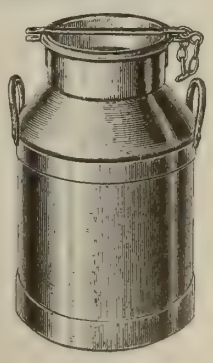
Burmeister & Wain's Export Company, Limited

COPENHAGEN F. DENMARK.



Cable Address: Burwain, Copenhagen

The most hygienic and practical cans made. Pressed from a single sheet of steel, they are stronger than ordinary cans. After years of wear they may be re-tinned equal to new. Fitted with a new rust preventing device which prolongs the life of the can and prevents contamination of the milk.



HIGHEST AWARDS RECEIVED AT ALL EXHIBITIONS WE HAVE TAKEN PART IN

The name "Yale" helps make the sale



Are *you* getting yours?

HERE, waiting on the sidewalk for the express, is one single day's output of our free Window Display Service.

The photograph shows pretty graphically how hardware dealers everywhere realize the tremendous value of Yale & Towne co-operation in the building up of their business.

C–84

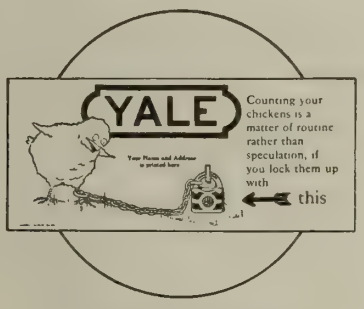
Our part consists in the continual preparation of window displays, newspaper advertisements, booklets, etc., all for the dealer's use—and all free if he stocks Yale products in sufficient quantity, no matter from whom he buys them. And, of course, beyond this we are constantly stimulating public interest in Yale Products by our advertising in the magazines.

Are you interested in these?



Newspaper Advertising

Strong, straight-from-the-shoulder advertisements that will bring buyers to your store—furnished all set up and in plate form, ready for you to use in your home papers.



Lantern Slides

A new advertising feature that will popularize your name throughout your community Attention-compelling slides, bearing your store name, to be shown between films in your local moving picture shows.



Printed Matter

Booklets and Leaflets that tell interesting stories of the Yale Products you have in stock—stories that will turn casual visitors or one-time customers into regular buyers. For mailing or counter distribution.

Are you one of the dealers who are getting the benefits of this systematic merchandising activity? If you aren't, simply address

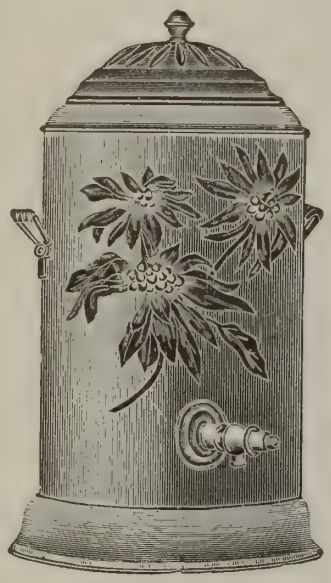
Dealers' Advertising Service

Canadian Yale & Towne Limited

Makers of Yale Products in Canada: Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists

General Offices and Works: St. Catharines, Ont.

Just Show This and The Sale is Made



McClary's
WATER COOLERS

White Enamelled - or
Galvanized Lined

Sizes 2 - 3 - 4 - 6 - 8 - 10 Gallon

You can suit any requirement with a beautifully finished absolutely perfect water Cooler.—THAT'S WHY

Delay will mean lost business—Order at once

McClary's London, Ont.

Toronto Montreal London Vancouver St. John, N. B. Hamilton Winnipeg Calgary Saskatoon

Armstrong Ratchets

The Best and Most Complete Line Made

Made entirely from Drop Forgings and Bar Steel.
Hardened all over—Outwear Two of the Soft Kind.



SHORT RATCHET
For Morse Taper.

Each Ratchet is packed in a Cardboard Box.

UNIVERSAL RATCHET



OUR NEW LINE

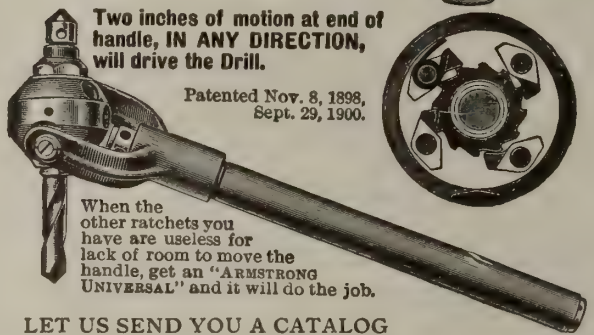
"STANDARD" REVERSIBLE RATCHETS

DEALERS!

Do you want the Best Made, Best Packed and Best Advertised Ratchets?

Two inches of motion at end of handle, IN ANY DIRECTION, will drive the Drill.

Patented Nov. 8, 1898, Sept. 29, 1900.

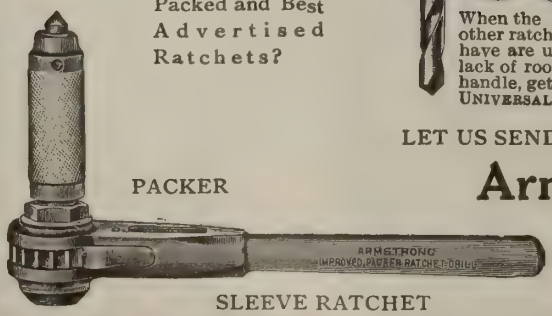


"Hard-to-Please" USERS prefer ARMSTRONG RATCHETS

When the other ratchets you have are useless for lack of room to move the handle, get an "ARMSTRONG UNIVERSAL" and it will do the job.

They stand the racket.

LET US SEND YOU A CATALOG



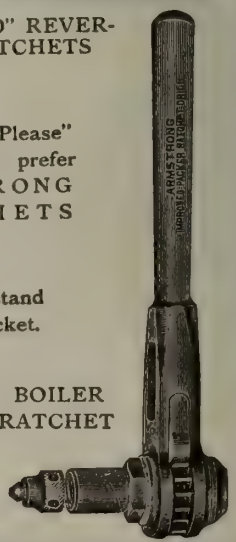
PACKER

SLEEVE RATCHET

Armstrong Bros. Tool Co.

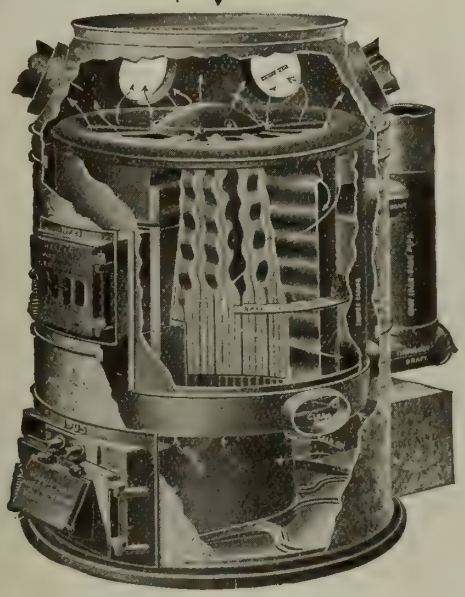
"The Tool Holder People."

306 N. Francisco Avenue, Chicago
U. S. A.



BOILER RATCHET

The "KELSEY" WARM AIR GENERATOR



USED IN OVER 40,000 HOMES

Pays A Splendid Profit and Is Absolutely Guaranteed

These are not the only reasons why you should specialize the "**Kelsey.**" It has many advantages over the ordinary furnace—advantages that mean economy of fuel to the user and an increasing furnace trade for you.

The Zig-Zag Tube, as shown on right, is a section f fire pot and combustion chamber.
There are from eight to sixteen in each heater according to its size and capacity.

The Zig-Zag corrugations give the heating tubes of the "Kelsey" some peculiar advantages to be found in no other heater. They increase the heating surface and the rays of heat impinge upon much more readily and effectively than they would a smooth surface, or one with perpendicular corrugations.

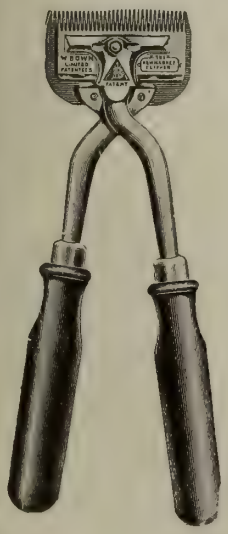
Let us show you many other good selling points that prevail in "The Kelsey."

Write for Catalogue and full particulars.



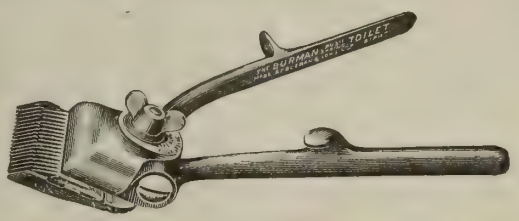
The James Smart Mfg. Co., Ltd.

WINNIPEG, MAN. **BROCKVILLE, ONT.**



CLIPPERS OF ALL KINDS

But only one quality

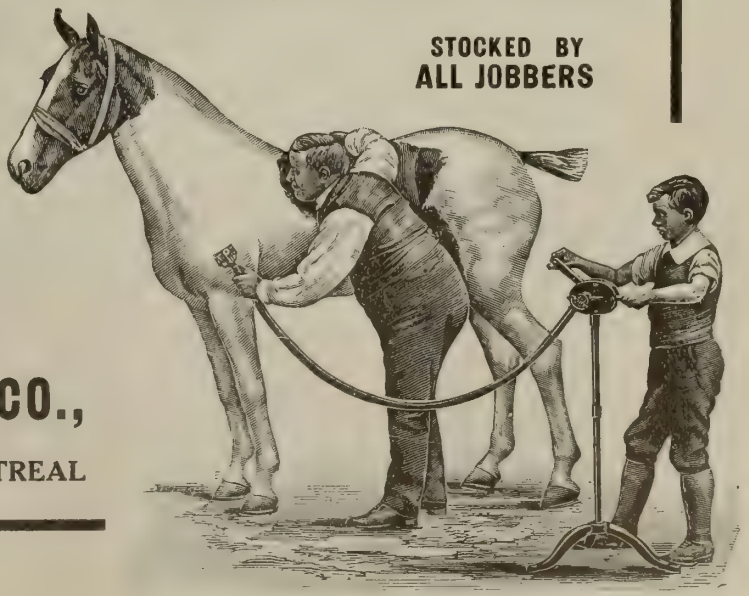


BURMAN'S

Clippers have been known for over 40 years as the best

They still hold that reputation and there are no clippers manufactured to-day that can compare in quality, and **BURMAN'S** cost no more than inferior lines.

STOCKED BY ALL JOBBERS

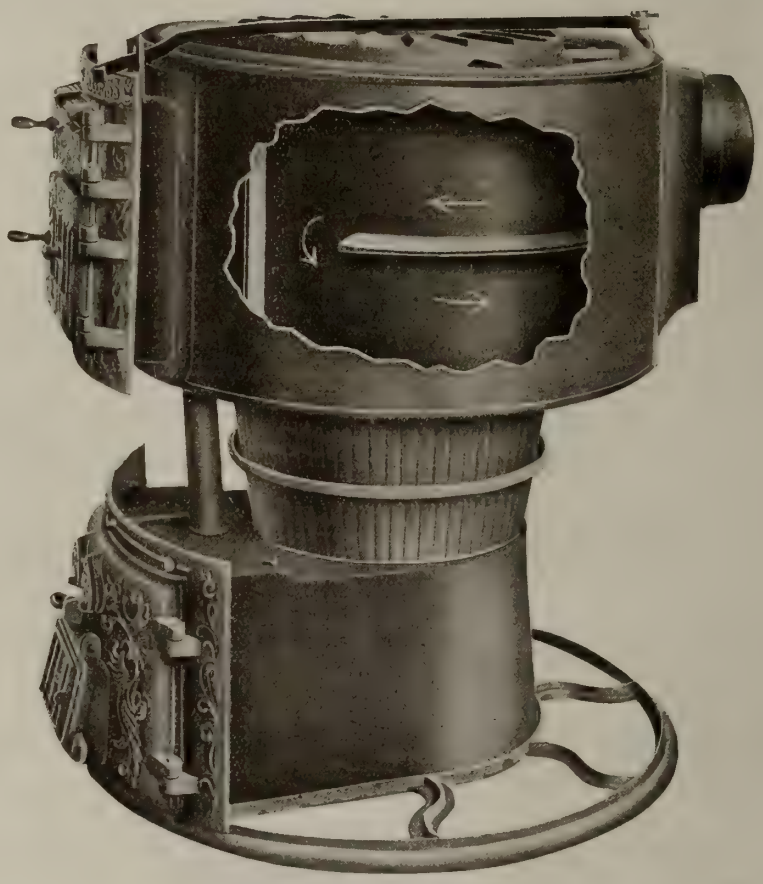


B. & S. H. THOMPSON & CO., LIMITED

Sole Agents for Canada **MONTREAL**

The Extra Long Fire Travel of

The Pilot Success Furnace



Is one of the many quick selling features of this high grade furnace. It prevents heat from going to waste up the chimney—keeps the home comfortable at a saving in fuel.

The Pilot Success gives a trade winning satisfaction. **Every user is an enthusiastic advertiser.**

Write at once for full description.

The Hall Zryd Foundry Co., Ltd.

HESPELER, ONTARIO

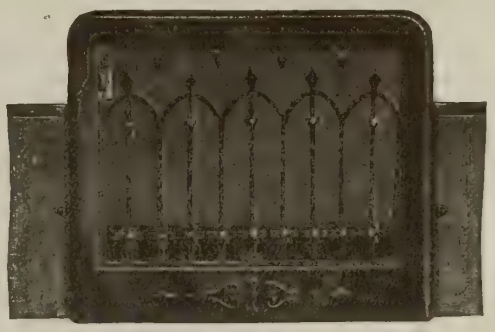
For Quick and Satisfactory Sales Try

"EMPIRE"

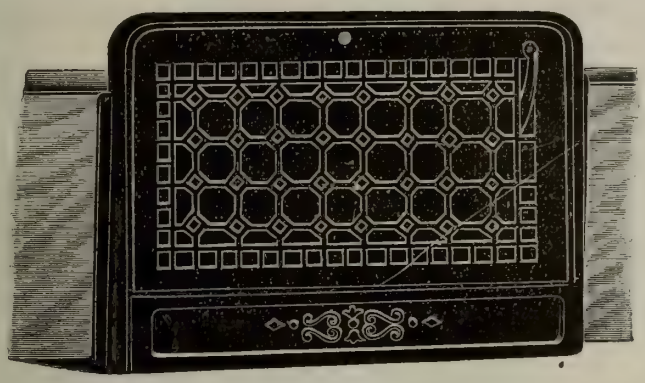
HOT AIR REGISTERS

These are two popular and very neat designs that are sure to attract those who are interested.

The "Empire Special" Register meets the demand for a register with a large opening. Has all the qualities that are required to assure the complete satisfaction of the user.



EMPIRE SPECIAL
New design, made in full sizes from 7 x 10 to 12 x 15



MOORISH DESIGN CAST REGISTER
Made in full sizes from 7 x 10 to 12 x 15

Made in Japanned, nickel-plated and oxidized

Write us to-day for full particulars, catalogue and discounts.

Others dealers are making good profits by handling this line—you can do the same. We guarantee to please you. *Do not Delay.*

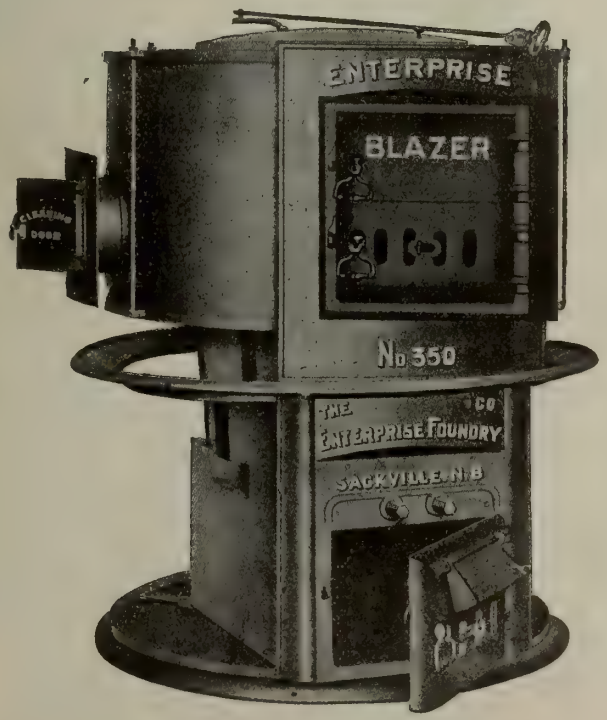
THE

Canadian Heating & Ventilating Company, Limited

OWEN SOUND :: ONTARIO

Or The Canadian Heating and Ventilating Co. Branch:
521 Henry Avenue, Winnipeg, Man.

"EASY TO SELL AND PROFITABLE"



is the story of the

ENTERPRISE BLAZER HOT AIR FURNACES

These features:

Fisher Patent Fire Pot.
Low Down Construction.
Cup Joints and Outside Rods.
Extra Large Radiating Surface.
Clean out Doors.
Removable Grate Bars.
Extra Deep Ash Pit.
Large Feed Doors.

MAKE the ENTERPRISE BLAZER easy to sell, and give results to the users in the way of great economy, durability, ease of management and large heating capacity.

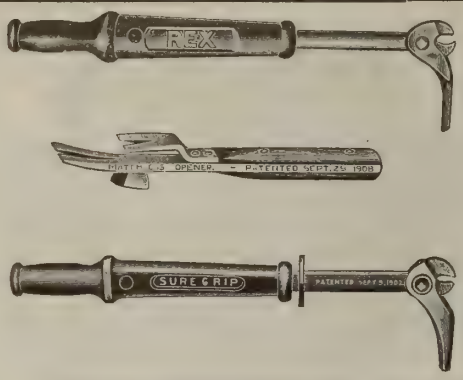
Every sale means a satisfied customer, with several more to follow.

WRITE US TO-DAY.

Enterprise Foundry Co., Sackville, N.B.

DISTRIBUTING AGENCIES.

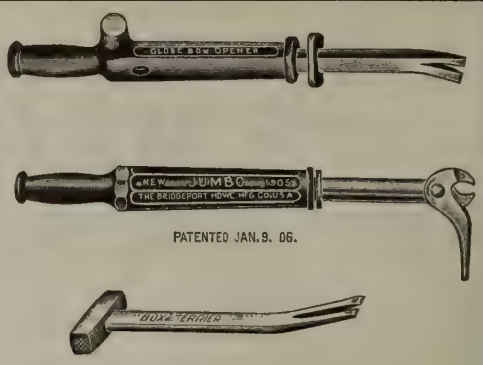
W. T. McArthur & Co. Vancouver. Reynolds & Jackson. Calgary. Marlatt & McKenzie Moose Jaw.
Enterprise Hardware Co. Saskatoon. F. J. Cox & Co. Winnipeg.



WE MAKE THE MOST COMPLETE LINE OF OPENING TOOLS IN THE WORLD

TWENTY-THREE STYLES

Send for colored supplement illustrating this fine line.

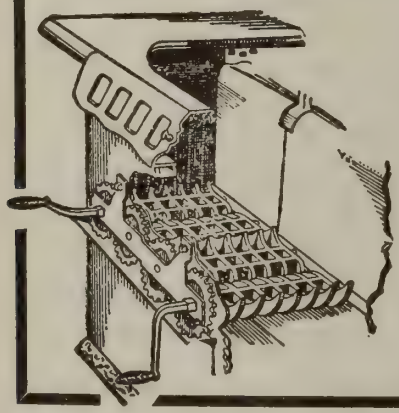


THE BRIDGEPORT HARDWARE MFG. CORP., BRIDGEPORT, CT., U.S.A.

CANADIAN REPRESENTATIVE—MR. PRESCOTT W. ROBNISON, 288 ST. PAUL ST., MONTREAL, QUE.

The CHAMPION RANGE Pays a Splendid Profit

(Satisfaction Guaranteed)



This range is designed and constructed by experts, and made from the best qualities of iron. The mountings are artistically designed and the whole range is finely finished.

THE CHAMPION GRATE

saves an enormous amount of **FUEL.**

Its durable and service-giving qualities insure a good value to every buyer.

Write for catalogue to-day—it gives full description.

D. J. BARKER & COMPANY, Picton, Ontario





Here is YOUR Chance

to make your range department more profitable and more satisfactory.

"Happy Thought" Ranges

are known from one side of the continent to the other and recommended by every housewife who ever used them.

The **"HAPPY THOUGHT"** works equally well with coal or wood and gives a longer and more reliable service than any other.

This is not a claim, but a fact, and we can prove it.

Get a **"HAPPY THOUGHT"** Catalog at once. Each sale brings a good profit.

The William Buck Stove Co., Limited

Calgary Saskatoon Vancouver Brantford Montreal Winnipeg

CANADIAN TUBE & IRON CO., LIMITED
Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR JOBBER FOR

TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

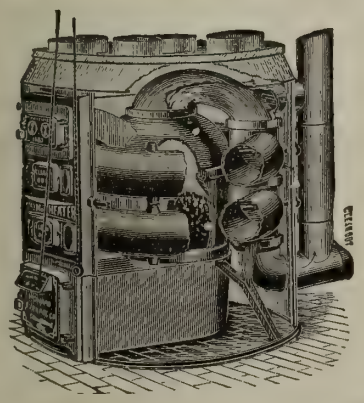
Also NIPPLES
Black and Galvanized
All Sizes.

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL, Works: Lachine Canal

IT'S QUALITY AND ADVANTAGES THAT MAKE

CANADIAN HOWARD DOUBLE RADIATOR FURNACES

THE CHOICE OF MOST BUILDERS



The "HOWARD" Furnace means an enormous economy in fuel to the user, as the heat and gases have to pass through two radiators, thereby greatly reducing the heat by the time it reaches the smoke pipe, which, in the ordinary furnace would go up the chimney.

We employ only the most skilled mechanics and use only the best materials in the manufacture of this furnace.

Mr. Dealer, if you want to handle a line that will prove completely satisfactory to your customers, and a money-maker for yourself, investigate the HOWARD. Remember it is absolutely guaranteed. Write us for particulars.

The C. NORSWORTHY CO., Ltd., St. Thomas, Ont.

MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

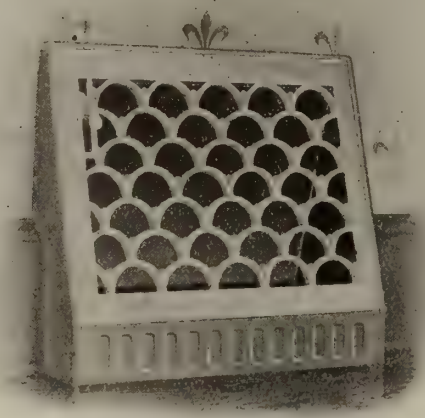
WHEN ORDERING SPECIFY "MAPLE LEAF."

Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B.C.

THE DEFIANCE

THE MOST POWERFUL
REGISTER IN THE WORLD



Fits a stack head EIGHT INCHES deep, and accommodates either a 12 in. or a 14. in. supply pipe. Write for prices.

Canadian Ferrosteel Co., Limited

BRIDGEBURG, ONTARIO



No. 1186 Coal Grate

MANUFACTURED BY

The Ohio Foundry & Manufacturing Co.

STEUBENVILLE, OHIO, U.S.A.

Manufacturers of all styles of coal or gas burning fire-place goods, as well as andirons and wrought fire-place trimmings.

IMPERIAL --- STANDARD --- SCALES

400 Varieties — Accurate, Durable, Well Finished

—— Send for the large 128 page catalog and prices, No. 66 ——

Butchers' Scales
Bathroom Scales
Confectioners' Scales
Dairy Scales
Druggists' Scales
Foundry Scales
Grain Warehouse Scales
Grain Elevator Scales
Grocers' Scales
Tea Scales

Platform Scales

All Capacities

300 Lbs. to 3000 Lbs.



Letter and Postal Scales
Railway Depot Scales
Railway Track Scales
Rolling Mill Scales
Salt, Meat and Fish Scales
Stock Scales
Steelyards
Weigh Beams
Union Scales
Etc.

The Burrow, Stewart & Milne Co., Limited

HEAD OFFICE AND WORKS: HAMILTON

Offices and Warehouses at Toronto, Montreal and Winnipeg



Galvanized Cornices

Skylights Ventilators

Curved Eavetrough

Special Galvanized Iron Work of All Kinds

WRITE US FOR ILLUSTRATED CATALOGUE AND PRICE LIST

THE METALLIC ROOFING CO. OF CANADA, Limited

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

C 92



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.
We manufacture all kinds of lumber tools. Light and Durable.

Send for Catalogue and Price List. **Long Distance Phone No. 87.**

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thos. Pink Company, Ltd., Manufacturers of Lumber Tools

PEMBROKE, ONT.



GREENING'S

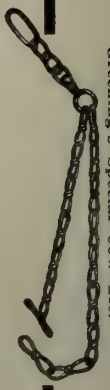
COW TIES

ARE THE

Lightest, Strongest and Best Chains on the market.
Made in six sizes and six styles.
Also Halter, Dog, Kennel, Tie Out and Trace Chains.



Tie Out Chains.



Greening's Special Cow Tie.

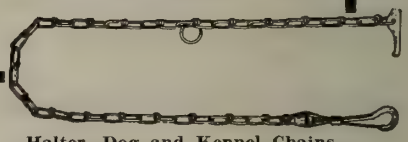
MANUFACTURED BY

The B. Greening Wire Co.
LIMITED

HAMILTON, Ont. - - MONTREAL, Que.



Trace Chains.



Halter, Dog and Kennel Chains.

A Necessity to EVERY DEALER Who Handles Sheet Metal!

Our Combined Lever Punch and Slitting Shears

SAVE MUCH TIME AND LABOR

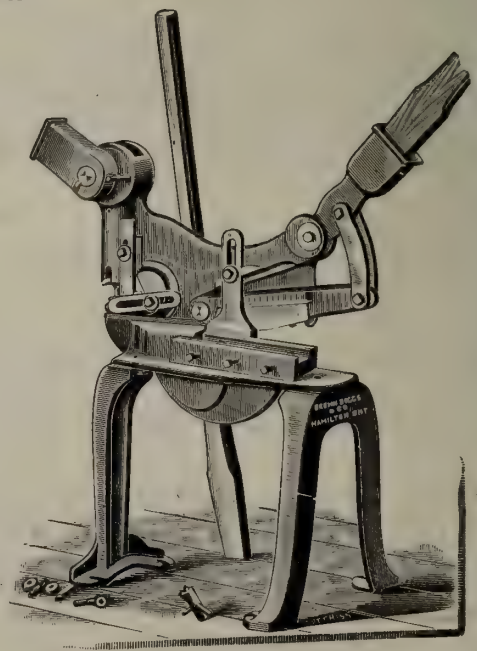
THIS is a machine that is constructed of the best material and made to stand years of hard service.

If you handle sheet metal and are not now using one of these machines you should install one at once. You will find it **indispensable after a trial.**

They slit any length or width of sheet required up to their capacity. Made in two sizes, viz.—Nos. 10 and 11. No. 10 will slit No. 12 gauge sheet iron, soft steel or bar iron 1/4″ x 2″ or 3/8″ round, and will punch a 5/16″ hole in 1/4″ iron or its equivalent in lighter metal.

No. 11 is the same as No. 10, only heavier and will cut No. 10 gauge sheet iron or punch a 3/8″ hole in 1/4″ iron.

Write for Full Particulars and Discounts.



The Brown-Boggs Co., Limited
HAMILTON, ONTARIO, CAN.

Preston Metal Garages

have met with such favor among automobile owners that they are becoming known all over the country. In order to handle inquiries coming in we want agents all over the country.

Every auto owner is a prospect. **Write to-day for full information in regard to the agency for your territory.**

MENTION HARDWARE AND METAL

THE METAL SHINGLE & SIDING Co. LTD

PRESTON ONT. MONTREAL QUE.

You Can Sell These Machines NOW!

They're hot weather washers because they wash clothes thoroughly without any labor

They Run Themselves



In every house where running water is available there is a possible purchaser.



MADE BY

Cummer-Dowswell, Limited

HAMILTON, ONTARIO

Agents:
W. L. Haldimand & Son, MONTREAL
H. F. Moulden & Son, WINNIPEG



Is this salesman working for you?

ONE of our dealers wrote us recently. He was new in the business of handling Cement.

IN the first car of cement he ordered was one of the handsome Canada Cement signs which we send free to all our dealers.

HE immediately hung the sign up on the front of his warehouse, where it would be seen by all passersby.

In two hours he had sold eighty bags of Canada Cement.

HE says the sign was entirely responsible for this business, because the car arrived before he had had time to advise his customers that he intended to begin selling cement.

Is one of these signs working for you?

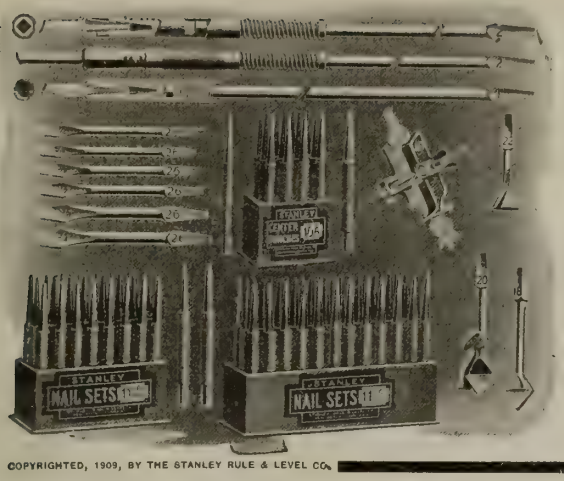
If not, write our nearest sales office for details of our proposition to dealers.

Canada Cement Company Limited

HERALD BUILDING, MONTREAL

Sales Offices at

Montreal Toronto Winnipeg Calgary



COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

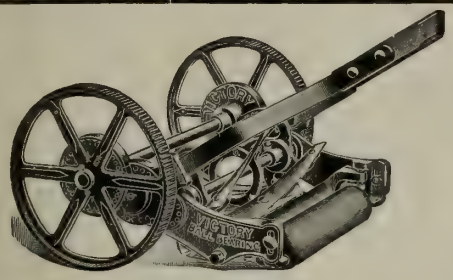
Stanley Tools

STANLEY CENTER PUNCHES, NAIL SETS and SCREW DRIVER BITS are oil tempered and fully guaranteed.
STANLEY EXTENSION BIT HOLDERS enable the user to boret brough walls, floors, etc., where an ordinary bit will not reach. Will follow up a ⅝ inch bit.
STANLEY ADJUSTABLE BIT GAUGE will enable one to bore any number of holes to a given depth. Can be attached to any size of bit up to one inch.
STANLEY COUNTERSINKS are suitable for every variety of wood screws. These are all saleable tools and should be carried in stock of every hardware dealer. SEND FOR CATALOGUE.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

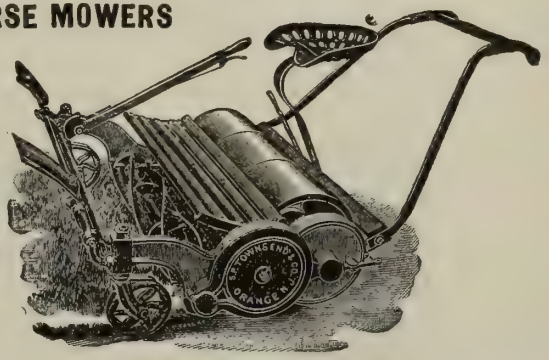


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

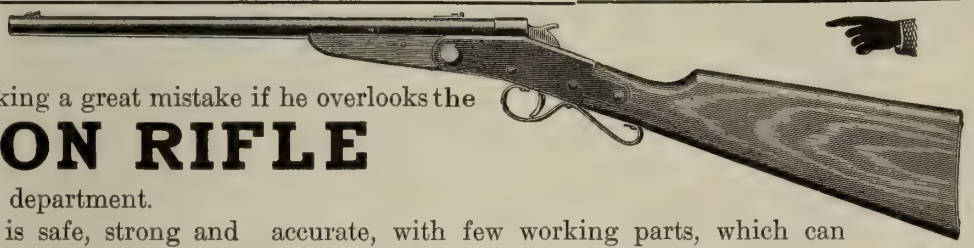
SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.
ORANGE, N. J.

Be Careful!!



The hardwareman is making a great mistake if he overlooks the

HAMILTON RIFLE

when restocking his gun department.

This 22 calibre rifle is safe, strong and accurate, with few working parts, which can easily be kept in perfect condition.

It is the choice of the people who know, as it never fails to give the highest satisfaction.
A Hamilton sale brings the dealer excellent profits and protects him against come-backs.
Do not hesitate—get our circulars and prices at once. **FOR** sale by all jobbers.

C. J. Hamilton & Son - Plymouth, Mich.



Our Conductor Pipe and Eavetrough is the Fit Easy kind.

Corrugated iron, skylights, elbows, ridge roll, valleys and ventilators.



WHEELER & BAIN

The Quick Shippers
TORONTO

EDGE TOOLS

AXES, HAMMERS, PICKS,

MATTOCKS, LUMBERING TOOLS, ETC.,

of the Highest Quality.



MATTOCK

Write For

CATALOG

It contains cuts of our complete line. We have spent much time in producing it so as to give the trade a fair impression as to the attractiveness of our manufacture.

ALLAN HILLS' GOODS PAY AN ATTRACTIVE PROFIT

Our Guarantee

We guarantee to replace free of any charge any tools that prove defective in material or workmanship.



CLAY PICK

Allan Hills Edge Tool Co., Limited,

Galt, Ontario, Canada

McClary's "KOOTENAY" Steel Range



A Household Favorite
from Atlantic to Pacific

A GREAT SELLER

Add it to your lines and
increase your business

1912 DESIGN

Has many improvements and advantages of value.

The Features that Count

The GRATES and LININGS are SEMI-STEEL and Everlasting. The Burnished Top only requires a rub with a cloth or piece of paper occasionally—no Blacklead or Brushes. The SASK-ALTA direct draft damper is the best known and has been added to the Kootenay Range. The Nickelled Oven is a recognized advantage.

"McClary" on Goods is a Quality Name.

McClary's

Order from our nearest branch to-day.

Toronto, Montreal, London, Vancouver, St. John, N.B.
Hamilton, Winnipeg, Calgary, Saskatoon



Genasco

THE TRINIDAD-LAKE-ASPHALT Ready Roofing

Genasco has more than attractive surface-appearance to appeal to customers—it has the lasting waterproof quality of Trinidad Lake asphalt, through and through. This NATURAL asphalt cannot be equalled for making roofing last.

Don't you see how Genasco makes satisfied customers, and increases your volume of sales and profits?

Mineral or smooth surface. Several weights.

The Kant-leak Kleet, for smooth-surface roofings, prevents nail-leaks, and makes seams water-tight without cement.

Order Genasco Roofing from your jobber.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world

PHILADELPHIA

NEW YORK SAN FRANCISCO CHICAGO

Caverhill, Learmont & Company, Distributing Agents—Montreal, Winnipeg and Vancouver. D. H. Howden & Co., Ltd., 230 York St., London, Ont.





H. BOKER & CO.'S

"TREE" BRAND CUTLERY

Noted For Their Superior Cutting Edge, Beautiful Finish and Lasting Qualities.



Every piece of cutlery that bears the famous "Tree" is warranted hand forged from highest quality steel. The hardening, tempering and honing is by our own process. That's why we guarantee the Quality—and we know that guarantee will never be called into action. The Merchant displaying a well chosen assortment of Tree Brand is reasonably sure of all year cutlery sales. Order of your jobber.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE HOUSES.

Probably 99% of your business

comes from the great middle class, so-called, and it is these people who do at least a large part of their own housework, and who read most of the millions of magazines and newspapers. ¶As in other things, the general demand in cleaning devices is for one which is moderate in price, yet efficient in operation and easy to use.

BISSELL'S

"Cyco" BALL BEARING

Carpet Sweeper

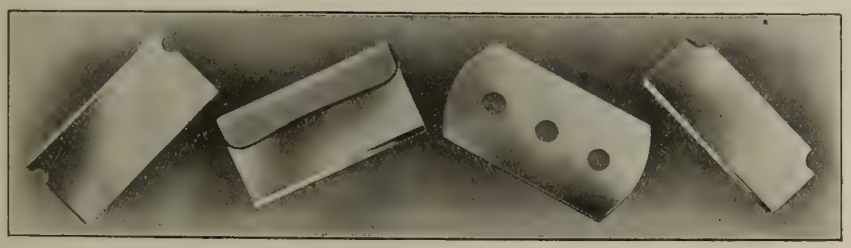
is the only carpet sweeping machine meeting all these requirements. It weighs but five or six pounds, requires no effort to operate, makes no noise, and readily picks up such miscellaneous litter as ravelings, hair, scraps of paper and cloth, matches, etc. that other cleaners cannot gather—it sells at a popular price and has been so extensively advertised that a woman wanting a carpet sweeper calls for a "Bissell." ¶Bissell sweepers are sold at fixed retail prices that assure a definite profit. ¶Write for our special Fan Offer—in force until August 1st.

Bissell Carpet Sweeper Co.

(Largest Exclusive Carpet Sweeper Manufacturers in the World.)

Grand Rapids, Mich.

Branches—NEW YORK (Eastern Branch, Salesroom and Export Dept.) 25 Warren St.
NIAGARA FALLS, ONT. (Factory). LONDON. PARIS.



SCHRAMBERGER UHRFEDERNFABRIK G.m.b.H.

Manufacturers of Safety Razor Blades

Made from the finest grade of Sheffield Crucible Cast Steel.
Highest Quality as regards Cutting Power and Durability.

Agents Wanted SCHRAMBERG (Wurttemberg) Germany

BE PROTECTED

against dissatisfied customers and small profits by selling the

Delta Special

FILES OF QUALITY



These files are made of *S. and C. Wardlow's Finest English Steel,* have *deep teeth, uniform temper* and give a *long, economical service.*

They are *absolutely guaranteed* to completely satisfy both the dealer and the user.

START RIGHT NOW

Other dealers are procuring excellent profits by selling the Delta — why don't you?

Send us a trial order and be convinced as to their selling and satisfaction giving qualities.

Write to-day.

TRADE MARK
DELTA

DELTA FILE WORKS

PHILADELPHIA, PA.

CANADIAN AGENTS:
H. S. Howland, Sons & Co., Toronto; Stark, Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax.

36 YEARS
AND GOING STRONG

Magnolia Metal commonly runs ten and fifteen years, and sometimes twenty years, but here is a record that tops them all. Estimating nine hours as an average working day, the time that the Magnolia bearings have run in the Ice Machine mentioned below is equivalent to thirty-six years service and they are still running in good condition.

THE BRYN MAWR REAL ESTATE CO.,
ENGINEER DEPARTMENT.
Bryn Mawr, Pa., May 13th, 1912.

Gentlemen:—

In answer to yours of May 8th, I wish to say that I have been using Magnolia Metal for about twenty years.

I have an Ice Machine on which the main bearings and crank pins were filled with Magnolia Metal **sixteen years** ago.

The Main bearings are still in first-class shape, but two years ago our Engineer tried to run without oil on the main crank, and we had to rebabbitt it.

This machine **runs continuously for five months** during Summer, and averages **eighteen hours a day the rest of the year.** The principal use I have made of Magnolia Metal is for bearings on Ice Machines, High Speed Engines, Air Compressors and bearings on some Pumps, and I find that it gives satisfaction wherever used.

Yours truly,
WM. SCHOCH.

SPECIAL OFFER

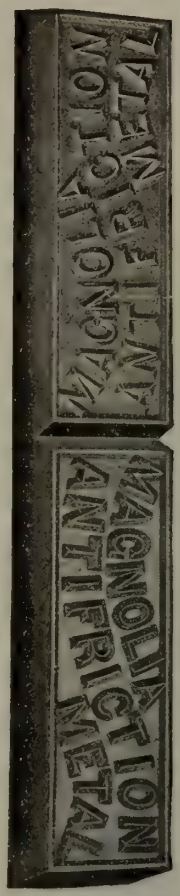
PRACTICAL ENGINEER POCKET BOOK—700 pages, over 2,000 subjects. Price 40c post paid. We import these books, in large numbers, from England, as an advertising medium, and give Engineers benefit of low price. They are highly spoken of. Address Montreal Office.

Sold by leading dealers everywhere or

MAGNOLIA METAL CO.

Office and Factory:

225 St. Ambroise St. - MONTREAL



Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

¶ "He must know before he begins it that he must spend money—lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."



Why Practical Men Demand Amatite

Amatite ROOFING

ROOFING that needs paint every two years can't hold the market against Amatite—which *needs no paint whatever.*

Practical men know the great advantage of a roof that *needs no painting.* They know what a nuisance the painting is. They know how much it costs. They know how liable they are to neglect to paint their roofs at the proper time. Painted roofings are waterproof only where the paint is. Amatite is waterproof all the way through.

Amatite is sold in the usual convenient rolls of 110 square feet with a smooth lap where the mineral surface is omitted, so as to secure a tight joint. Nails and cement are packed in the centre of each roll.

Free sample and booklet on request to nearest office.

THE PATERSON MANUFACTURING CO., Limited

MONTREAL TORONTO WINNIPEG VANCOUVER ST. JOHN, N.B. HALIFAX, N.S.



New Model 1911 Self-Loading Shot Gun

Quick as lightning in action, has all good points of other recoil operated shot guns, but none of their faults. 12 gauge, 26 inch, nickel-steel barrel, choke bored, plain walnut pistol grip stock, rubber butt plate, takes down in two pieces, adapted for factory loaded black or smokeless powder shells, weight about 7¾ lbs., five shot capacity. Take down pattern.

FOR SATISFIED CUSTOMERS SELL



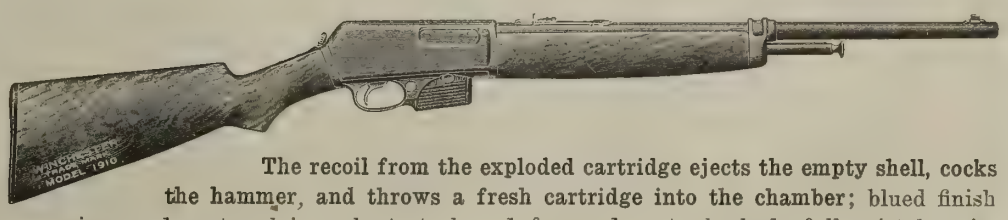
Select Your Guns, Rifles and Ammunition From 1912 Sporting Goods Catalogue. Now Ready.

FOR LARGE GAME
IT IS NOW THE MODERN

SELF-LOADING RIFLE

.351 OR .401 CALIBRE

Fitted with 20 in. round blued finish nickel steel barrel, sporting front and rear sights; magazine holds 5 cartridges, and by placing one in the chamber before inserting the magazine, gives 6 at the disposal of the user.



The recoil from the exploded cartridge ejects the empty shell, cocks the hammer, and throws a fresh cartridge into the chamber; blued finish receiver and parts, plain walnut stock and fore-end, not checked, full pistol grip, rubber butt plate, takes down at frame into two parts by removal of a screw.

CAVERHILL, LEARMONT & COMPANY

MONTREAL, CANADA

H&R ARMS Co

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer, and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., 715 Park Avenue, Worcester, Mass.

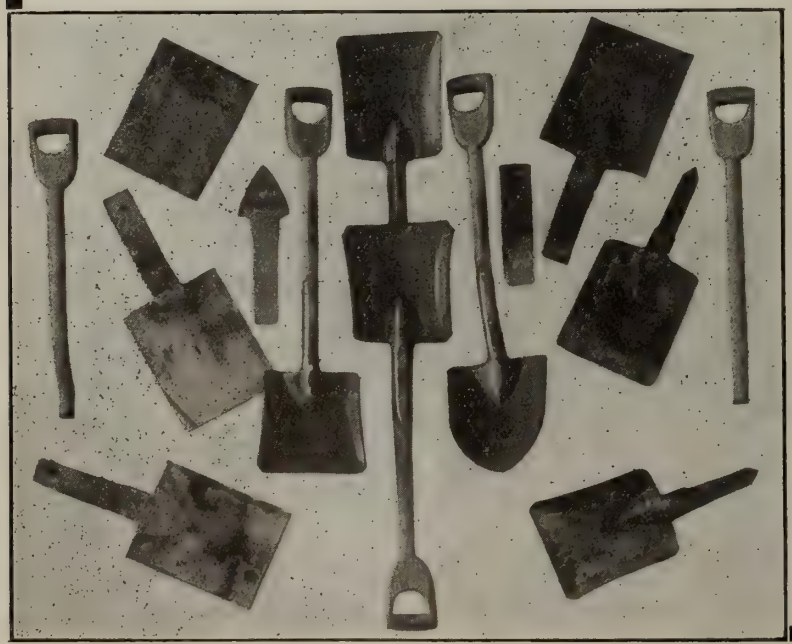
LUNDY SHOVELS

Have All The Qualities That Are Essential to Rapid Sellers

Our shovels are not experiments, but products that have been proven superior to other brands.

They are made from Open Hearth Crucible Steel. The strap is extra strong, being double ply and carefully welded. The point of the blade is never heated during the process, adding extra strength there also.

LUNDY SHOVELS IN VARIOUS STAGES OF CONSTRUCTION



Our Shovels yield a splendid profit

and are the best insurance against dissatisfied customers—they are the kind that bring larger business.

LUNDY SHOVELS are excellently finished and are very attractive.

We make three grades so as to completely meet the requirements of the trade.

If your jobber does not handle them, write us direct.

We guarantee quick shipments and complete satisfaction.

GIVE THEM A TRIAL.

The LUNDY SHOVEL AND TOOL CO., Ltd.

General Office and Works:

PETERBORO, ONTARIO

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg; Tees & Persse of Alberta, Ltd., Calgary; E. E. Crandall, Vancouver, B.C.; N. B. Misener, Toronto.



"QUEEN'S HEAD"

Galvanized Iron

Sells quicker than the so-called "Just As Good" Brands

The World's Standard

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch



"DOMINION"

GALVANIZED CANADA PLATES

Extra heavily galvanized.
Soft, tough and pliable.

A. C. LESLIE & CO., Limited
MONTREAL

Sell GLUE in packages--it means less handling--more profit



BRANTFORD ALL AROUND GLUE

weighed and wrapped ready to hand over the counter.

NO MUSS—NO FUSS—
NO LOSS OF TIME

¼ pounds, ½ pounds, pounds. Everybody's Glue Size, in pounds only.

The quality is there and will be maintained.

ASK YOUR JOBBER FOR PRICES AND DISCOUNTS

PROTECT your show-cases by using the

BRANTFORD COIN MAT

same as cut at left in Blue and Orange.

WRITE US FOR ONE.

CANADA GLUE CO.
LIMITED
BRANTFORD, ONT.

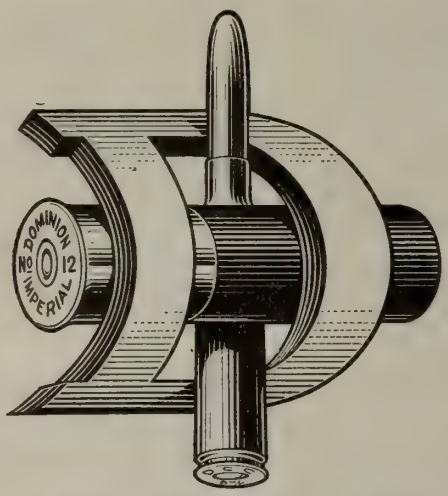
Manufacturers of Glue and Gelatine of all kinds and for all purposes.

NOT A BIG "AD."

DOMINION

BUT THIS TRADE MARK MEANS

The Sure Killing Kind



The Sportsman's Best Friend

ALWAYS SPECIFY DOMINION

REMINGTON UMC



PUMP GUN

Solid-breech. Hammerless. Safe

The Remington Cubs demonstrate the only bottom ejecting pump gun.

THE WAY TO SELL THIS MOST MODERN ARM IS TO LET IT TALK TO YOUR CUSTOMER ITSELF

Just let a man see and handle the Remington—UMC Pump Gun—feel its perfect hang—note its simple action—and he buys.

The gun itself is a far better salesman than you or we can be with spoken or written word. It's eye knowledge—the actual handling of the arm that really makes the sale.

Your customer can see for himself how the bottom ejection throws empty shells downward—how smoke and gases must go the same way, too, insuring uninterrupted sight—how three safety devices prevent accidental discharge—how simple the take-down; in fact, what a wonderfully easy acting, comfortable gun it is to shoot.

Every Pump Gun you sell means increased business in ammunition sales for you. Don't risk the loss of a sale through not being able to demonstrate the arm itself.

With this gun and "Arrow" Steel Lined Shells, J. R. Graham won the individual clay bird championship at the Olympic Games. Score, 96 ex 100.

Order one from your jobber to-day.

REMINGTON ARMS-UNION METALLIC CARTRIDGE CO.

299 Broadway **New York City**



Methods Adopted by a Successful Dealer Are Outlined—Stock Must be Given a Chance to Sell Itself—Stoves Cleaned Every day—A List of Purchasers and Prospects Kept—Advertising Done on Systematic Basis.

Written for Hardware and Metal by Wm. J. Keyes, Mgr. Soo Hardware Co.

Our scheme of handling stoves is simple in the extreme. Really it merely consists of having a good line; of showing this prominently, and in as attractive manner as possible. There are some details which we have kept constantly in mind, however, and to this we attribute a large measure of the success which has come. Success, of course, is a somewhat hard thing to define, but I feel that our stove department has been successful. When last December we succeeded Mr. Symen, there were 75 ranges in stock. These have been sold. Two car loads have been ordered since, and sold, and already a number of models recently secured have been disposed of. We did a bigger business in this line than we expected, we hope to do more this year, for we are satisfied that the methods used are the right ones for us.

Keep Stoves in Plain Sight.

The one thing we have aimed to accomplish above all others is to keep our samples in a prominent place. We have tried to give the stoves a chance to speak for themselves, and they have spoken. Perhaps twenty feet back from the door we divide our store longitudinally, using shelves of paint specialties to form the partition. The space on one side of this division is given over to stoves, and there are ranged our samples.

Every style of stove we carry is there displayed, and there is nothing but stoves shown. I have been in stores where kettles and tea pots were placed upon stoves —where the range was made more of a selling counter than an article to be sold. We have nothing like that. I have been in stores where an inquiry for a range necessitated a general disturbance of the stock. The samples are buried under other articles, and excavations have to be made before they can be shown. Such a state of affairs we have avoided. Our display is simple, but it is orderly and that is the great thing with showing stoves.

The above illustration shows the stove department in the store of the Soo Hardware Co.

Giving stoves such prominence and attention is a paying venture. Witness, the first order of the Soo Hardware Co. has been 175 ranges for the fall trade. This is indeed "big business."

There are many points in the accompanying article which all dealers should carefully consider.—Editor.

Clean Stoves Every Morning.

One point I might mention in this connection. We have been particularly careful to keep our models looking their best. Every morning each stove on display is polished and cleaned. Customers see their shining black surfaces from the front of the door, and often have been led to look at our models just because of their clean appearance. A customer, moreover, can try the various parts without getting dirty. Some may hold that purchasers do not mind getting a little dirty over a stove deal. Perhaps they never do protest against this, but they are impressed when they find they can make a careful investigation without getting hands or gloves at all soiled. It pays to impress people that way.

There may be a difference of opinion on this point, but I have found it advisable to carry one make of stoves and one make only. We hold this one line before the people as the only line made. We have faith in it ourselves and show this by guaranteeing the stoves. Always we install the stoves and make every effort to see that this is working properly. Any complaint has only to be made once. We send immediately to see what the trouble is and to rectify it.

How Good Service Pays.

All this means a good deal of work, but it surely does pay. Women are most interested in stoves, and as every one knows women discuss their household affairs with one another. Evidently they tell one another of the care we take of the stoves we install, for several have mentioned hearing of this from a friend.

Even in the little time we have been in business here the benefits of keeping a list of those to whom stoves are sold has been apparent. This is done not only that we will know when a stove was installed, and what model it is—facts which are of value in making the repairs which may be necessary in the future, but also because we have found this list

one more way in which we can show our faith in the article which we are trying to sell. A woman is doubtful about making a purchase. "Do you know Mrs. ———?" we ask. "She has one of these models and seems thoroughly satisfied." Now the woman will go away and ask Mrs.——— about her stove, and hearing that it has given perfect satisfaction she will come back and make her purchase.

Even if the prospective purchaser does not know immediately any of the purchasers of models, she will know of them, and the fact that these have bought makes it seem more likely that she will get satisfaction from a purchase too.

But all the stove sales can not be made by work inside the door. We advertise, and find we get good results. We send letters to people whom we know will need new stoves. We make a point to find out these prospective purchasers. In all these ways trade has been secured, but first last and all the time I believe it is necessary to give the stove itself a chance—give it the space and light which it needs to advocate its own cause.

Supplying the Needs of the Factory

The Trade of the Factories is Well Worth Trying for—Industrial Requirements are Many and Dealers Should Endeavor to Secure as Large a Share of it as Possible—Methods Adopted by Successful Dealers.

It is the fond dream of the hardware man, who carries on business in a manufacturing centre, that he will some day go out and corner the factory trade. It is a phrase of great promise, "factory trade." Factories are always needing supplies—Tools, belting, nails, screws, paint, varnish, glue, glass, rope, twine and so on ad infinitum. Of course, it does not do to stop with the factory itself. There are the employes, the hundreds of mechanics who require tools on their own account and who have homes of their own with multifold needs. Truly the hardwareman who could, to use a western phrase, "rope and throw" the trade of a few live factories would be in clover. His financial worries would become mere troubled dreams of the misty past.

Most dealers are content to dream and leave it at that. It is not the easiest thing in the world to get the factory trade and they know it. Some dealers have tackled the problem, however, and have come out victorious.

The experience of an eastern hardwareman comes to mind. In the town where he was located there were quite a number of growing industries — a couple of saw-mills, a stove foundry, an implement manufacturing plant and others of considerable size. Occasionally they would run out of something and then Brown (we'll call him Brown) would be handed out a small order. The total amount of business that he did with the factories in the course of a year was very small indeed.

"What I need is a chance to show these people just what I could do for them," he said to himself, one day. "They don't think local dealers are worth bothering with. If I went to them direct, they would probably put me off and refuse to talk business."

One day he was passing one of the factories when he noticed that a great many windows were broken. It was getting on towards the end of the fall and it was quite apparent that the absence of the glass in so many windows must be a source of trouble in the factory. This, he concluded, was the opportunity he had been looking for and he secured an interview with the manager.

"You have quite a number of broken windows in the factory and it is getting cold," he stated. "Let me give you an estimate on the cost of replacing all broken panes, I will look after the work of putting the glass in and save you that trouble."

"Alright," said the manager. "Take a look though the plant and see what is needed. Then give me a figure."

The hardwareman went out and counted the windows where glass was needed. Also he kept his eyes open and noted quite a few things. When he submitted his figures for the glass, the manager accepted them.

"By the way," said the dealer, "you use a lot of belting. Ever run short of certain sizes when you are in a hurry?"

"Sometimes," was the reply.

"I carry a large stock," said the dealer, "and could supply you at any time. In fact. I could look after your needs completely and make it worth your while. Then you use a lot of emery wheels. And paint and varnish. I would like a chance to figure on these goods for you."

"We are very busy here," began the manager, "and we cannot give very much time to matters of detail."

"Let me have a few minutes of your time every Monday morning," urged the hardwareman. "Tell me then what you are going to require during the week and I'll send in my figures. It will be worth your while."

He was given the opportunity and gradually brought the trade of the company around his way. His connection with the one company helped him very considerably with others and in time he had a steady business with the factories.

Have Secured the Trade.

The Geo. Taylor Hardware Co., New Liskeard, Cobalt and Cochrane, have made it a practice to work for the factory and mill trade and have succeeded in getting a large share of the business in that part of the country. They have accomplished this by carrying a good stock of the supplies especially adapted to factory purposes and by giving a thoroughly good service. They have recently installed a mining supply department.

Getting Trade of Employes.

One of the most satisfactory features in connection with the securing of the factory trade is the increased trade that it brings with the employes of the factories. It is the most natural thing in the world for the mechanic to buy whatever he needs for his own private use from the store which supplies the shop where he works. He becomes familiar with the firm name and familiar with their goods.

Personal Attention Needed.

The personal touch is what is needed to secure factory trade. The writer is of the opinion that it would pay the dealer to make a tour among the factories every few weeks, or even oftener if he could find the time. Letters addressed to the firms may bring business but the personal call is the surer method of the two.

HAVE SECURED AGENCY.

The Canadian Fairbanks-Morse Company, Limited, has secured the Canadian agency for the Orenstein-Arthur Koppel Co., of New York, consulting engineers and manufacturers of portable railways, industrial railways, narrow gauge sidings, narrow gauge public railways, and railway equipment of all descriptions.

The works of the Orenstein-Arthur Koppel Company are located at Koppel, Pa. They have been in business thirty-five years, and have built and developed industrial and narrow gauge railways of every description in all parts of the world. Their catalog No. 400 covers their line very comprehensively, a copy of which no doubt can be obtained from the Canadian Fairbanks-Morse Co., Limited, of Montreal.

Live Sales Methods of Toronto Dealer

P. H. Finkle Takes Advantage of Civic Ordinance and Sells 200 Garbage Cans—Goes Strong After Apartment House Trade—Has Made Specialty of Tinning and Repair Department—Shows Shrewdness in Buying.

A display of harvesting tools in the window of a city hardware store, and on one of its main thoroughfares too, may seem somewhat unusual and perhaps rather out of place, especially to the uninitiated who would wonder that a store so far removed from the real field of use of such articles would find a demand for them.

Some dealers, knowing that there must be considered waste interest as a large number of city people who pass the window would necessarily seldom, if ever, prove purchasers, would doubt whether it was a paying proposition, but P. H. Finkle, who last week had such a display at his store at 1520 Queen St. west, Toronto, believes that it was a profitable move.

He believes that sales would fully warrant the giving up of his window to such lines, especially as these goods at the present are extremely seasonable. Which all goes to show that there is business to be reaped where many a business man would rather doubt if it were possible. Again, if a dealer in a large city finds it profitable to give prominence to harvesting tools at this time, how much more so must it be to the merchant situated more closely to the centre of harvesting activity, namely the hardwareman in smaller towns and villages.

Much, however, can be accomplished by the use of aggressive business getting methods and it is the use of such that has done much to woo success for the Finkle store. Started only eight years ago with a small capital only, but backed with additional valuable assets in the shape of genuine endeavor and the ability to do a good day's work, growth has been gradual but steady with the result that a prosperous business in a double store on Queen street, west, now stands to the credit of the owner.

Underlying the success of the business, one of the outstanding features has been the ability to recognize an opportunity when it presented itself; and not only to recognize it, but to grasp and take full advantage of it. One instance of this took place in the early stages of the business.

When Mr. Finkle moved into Parkdale, he realized that people were not getting as quick service in tinsmithing or repair lines as they could wish. His knowledge of human nature taught him that, when people want work done, they want it in a hurry. Now, if he were able to do this work in a hurry, it would stand to reason that he would get that trade. He began to sift the problem to see just why it was not possible to give rapid service in these lines.

After investigation, he came to the conclusion that the reason dealers could not give rapid service was that they did not keep a large enough staff for this work and that the reason that they did not keep large enough staff was the fear that, if they put on more men, they would not be able to keep them all busy during the whole season. In fact, it seemed that they preferred to keep a small staff and be sure of enough work even if it did inconvenience them sometimes. They were afraid to take a chance.

But Mr. Finkle took a chance. He believes it is necessary many times in business to secure the best results. He put on a staff of men who could look after the work quickly. At first there were periods of slackness but then the men were put to work preparing surplus stock. Soon, the people in that district began to recognize that, when they wanted something done in a hurry, he could meet their wishes. They told their neighbors and their friends, and soon Finkle's repair and tinsmithing department was being kept busy and more men had to be added. This has gradually continued until now 16 men are engaged in this department while in the fall six or seven more are added to the staff. He still believes in keeping enough men to do all work quickly, turning them on preparation of surplus stock during slack periods.

Value of Repair Department.

Here, it might be mentioned that Mr. Finkle lays particular attention on the repair department as a means of attracting other trade. People who have been accustomed to go to a certain place for repairs, naturally go there when they want some regular goods. People who come to give repair orders see other goods which they require or which they may become interested in.

Sold 200 Garbage Cans.

Another example of recognizing and grasping an opportunity was shown in the Finkle store when Toronto's medical health officer ordered that all garbage cans must be covered. This came into force on May 1, and Mr. Finkle knowing that many garbage cans in the neighborhood had no tops, at once began to push garbage cans. That he wheeled them into prominence at the proper time is shown by the fact that he has sold over 200 garbage cans this year. The apartment houses proved particularly good customers and to five of these he succeeded in selling a total of 81 cans.

Apartment House Trade.

In fact, now that there are so many apartment houses being erected in the city, Mr. Finkle makes a specialty of getting after their trade. Especially to the residents of these has he featured gas stoves this year with the result that he has succeeded in selling 14 of these—the selling price being $32 each.

Keen Buying.

Another point which Mr. Finkle lays emphasis on is the extra profits to be gained by purchasing goods at the right time and in large enough quantities, if it is possible to get the best price. Of course, there is an element of risk in this but he maintains that the business man must occasionally take a chance. He recalls that after sizing up the market, he concluded that galvanized sheets were a good purchase. He put in 12 tons and made an extra $24 by the rise in values—which all goes to help the profit account. Recently he put in a good supply of glass. Time will tell if he bought wisely.

If it is possible to get a better price for a quantity of any article and he thinks it is possible to dispose of that quantity, he purchases. One little item of this nature was the saving of $15 on a purchase of 500 pound of wax. The price in small quantities is 36 cents. He purchased a 500-lb. lot at 33 cents.

ANNIHILATION SALE.

Ponoka, Alta.—This describes better than any other phrase what is being carried out at hardware store of L. B. Courtright. The Evely Sales Co., are closing out the stock and a big effort is being made to clear the entire contents. Full page advertisements are being used and the sale is being advertised in many other ways. 'Nevermore prices'' have been fixed on all goods. In fact, the word ''Nevermore'' has been chosen as the slogan of the sale.

HARDWARE AND METAL

(ESTABLISHED 1888.)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES

Montreal - 701-702 Eastern Tp. Bk. Building. Phone Main 1255.
Toronto - - 143-149 University Avenue. Phone Main 7324.
Winnipeg - - 34 Royal Bank Building. Phone Garry 2313.
Vancouver, B.C. - - - H. Hodgson, 18 Hartney Chambers.
London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
New York R. B. Huestis, 115 Broadway, N.Y. Phone 2009 Rector
Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234.
France John F. Jones & Co., 31bis Faubourg Montmartre, Paris.

SUBSCRIPTION

Canada, $2; United States, $2.50; Great Britain and Colonies, 8s 6d; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

THE CRYING NEED OF THE WEST.

There is only one thing wrong with the West. It is growing too fast for its facilities.

In this issue is printed an interview with a Western hardware man, in which he states that the farmers of the West have lost large sums in past years through the inability of the elevators to store their wheat and the congestion on the railways. These losses have been shared in by all classes and the merchant naturally has suffered to no inconsiderable extent.

However, the men of the West are broad-minded enough to put past reverses behind them and concentrate their attention on the future. Instead of asking redress for the past, they are demanding that something be done to prevent similar losses in the future. What of the coming fall, they are asking, what is being done to provide sufficient elevator accommodation and enough cars to handle the enormous yield of the wheat fields? The crops will be bigger than ever, from present indications. But will the country at large benefit from this providential condition to the fullest degree?

This is one of the most important and pressing problems before the country. National prosperity is bound up to a great extent in the success of the Western crop. Check the crop movement and the country receives a corresponding check. Providing facilities for the harvesting and moving of the wheat has become, therefore, a paramount consideration.

What is being done?

OPPORTUNITY FOR HARDWAREMEN.

In London, Ontario, the health authorities have taken exception to the inauguration of a fly swatting campaign, claiming that this leads the eager swatters to frequent garbage heaps, and other filthy places where the flies abound, and where more germs are to be encountered than are encountered on many hundred flies.

There is some reason in the contention, though it might be expected that the London health experts, realizing the danger of garbage heaps, would install some system of garbage removal to do away with these. However, that is a problem for the municipal authorities. The point is that the London authorities have drawn attention to the garbage heaps, both as places where the flies congregate, and where infection is to be secured direct.

In bringing out this fact—for a fact it is—the London authorities have given the hardwaremen another tip. Let them lead the fight on the garbage heap—the flies' incubator—as well as on the fly direct. Let the hardwaremen bring out the uses of the garbage cans, which now are to be secured so reasonably. Let him show that these covered receptacles prevent infection spreading. Let him carry on educational work along this line in conjunction with the fight on the fly. At this season a special sale of garbage cans might be a good thing. The profit on each can, would perhaps be less than if the goods were sold at the ordinary profit, but the aggregate profit would be larger. Moreover something would be done toward paving the way for future sales, and the general cause of health would be given another boost.

THE MAN BEHIND.

"A great institution is the lengthening shadow of one man."

Emerson, who said a great many true things in his day, never said a truer one than that. How absolutely have some men dominated certain works. How have their plans been carried out! How have their ideals entered into, and become a part of those who work for them!

Carnegie is said to have gathered thirty of his leading young men about him some time ago. "Stay with me," he said, "and I'll make you all millionaires." Twenty-nine stayed and are millionaires to-day. The one wanted immediate recompense.

But Carnegie had not his mind on the millions when he made that promise. He was thinking of his work. He knew if these men would stay he could fill them with his spirit—could build, through them, for even greater things.

Carnegie, of course, carried on operations on a huge scale. His lengthening shadow is easily perceived. But in the lesser organizations there is also a lengthening shadow. It depends upon the man whether this reaches far or short. The clerks, for instance, are much what the employer is. If he makes his business a passion they will make it such too. Nothing spreads like enthusiasm—nothing unless it is lassitude. The wide awake dealer will have wide awake, hard working clerks. The dealer who lets his business slip is likely to find his business slipping. At the head of every concern, be it large or small, is needed A MAN.

INNOCENT WITH THE GUILTY.

Again there have been a number of killings in Montreal, and again there is an outcry against the indiscriminate selling of revolvers. That such should be the case is correct, but the flaw lies in the fact that the law, which may be passed, would not stop the trouble.

In every case, if the purchase of the revolver could be traced—and in many cases it has been traced—it would be found that the weapon was secured from a pawnshop. Here the poorest style of second hand weapons are on sale. They are a menace to the one shooting as to the one shot at. These places are allowed to sell to any who come. It has been shown that drunken men and fourteen-year-old boys have purchased revolvers here.

No wonder, then, that in drunken rows there are shooting affrays, some of them with fatal endings; but the best means of stopping these would be to regulate the sale of revolvers in the pawnshops. The hardwaremen regulate the sale of these themselves. They will not sell to

a suspicious looking character. They cannot afford to have their store get a bad name.

There has been talk, in the Montreal City Council, of establishing a municipal pawnshop. If this would do away with many of the places now operating, it would be a splendid thing. It would deter theft—and it would largely solve the revolver trouble.



POINTED EDITORIALS.

Give stoves proper prominence.

* * *

A swatted fly gathers no germs.

* * *

The time is getting close at hand when stoves must "go up ahead."

* * *

The fall special number of Hardware and Metal will appear soon. It is going to break all records. Watch for it.

* * *

The establishment of the Canadian Society of Sanitary and Heating Engineers has done much to improve conditions in the plumbing and heating trades.

* * *

If the West can get all the men and the flat cars needed to move the crops, the fear of hard times will be shoved farther than ever into the background.

* * *

To speak mildly and conservatively, business at the present time is good. No wonder that Canadian business men are just chockful of confidence and optimism.

* * *

To speak metaphorically, a steady blow from the bellows of energy and initiative will fan the dying embers of sluggish business into the crackling flame of activity.

* * *

Another party of British financial men reach Canada on the 23rd of August. This is but another sign which indicates that this country is coming into her own.

* * *

It is interesting to note that Webster's dictionary defines a clerk as one who serves in a store and a salesman as one who sells things. There's the difference in a nutshell.

* * *

Apropos of the western situation, a correspondent rises to enquire: Why should business interests stand idly by while the wings of prosperity are being clipped by the scissors of a car shortage?

* * *

Keeping expenses down is not the secret to success in the retail hardware business. Nevertheless, the man who can get the results on the lowest possible expenditure is the man who spends his declining years clipping coupons.

* * *

The death of the Japanese Mikado, which occurred on Tuesday July 30, was correctly reported in Canada on July 29. Probably the Mikado was the first person to gain the distinction of having died to-morrow.

* * *

Wearing a fall overcoat on a late July evening, one concludes that old Probs. has got the wires twisted somewhere. Still, the hardwareman is not inclined to complain very seriously. He has had a pretty good summer.

The Blue Store

IN a current number of an American magazine, McClure's, appears a story which every hardwareman should read. It is the story of the upbuilding of a paint business and, although it may seem that the writer has tinctured his facts with a view to making the article more readable, it is still a striking evidence of what can be done when a man has really grasped the possibilities of the paint business.

Space does not permit more than a cursory mention of the many plans this progressive paint dealer inaugurated.

Henderson was his name, and his family had been in the paint business for several generations. Returning from abroad, he bought the store from his uncle for the princely sum of one hundred and fifty dollars. He found it—we quote the description—"a melancholy old place—worn, unpainted and dingy. Dusty window-panes blinked in a senile way upon the passing crowd and over it an almost illegible sign feebly whispered 'Paint'."

Henderson decided that his place must be different from all other stores, so different that every man, woman and child in the city would know it. He finally—"got out a can of paint and a ladder. In half a day his store exterior had taken on a most astonishing hue. There wasn't another shop in the city that wore a blue dress—presently a new sign extended itself over the sidewalk. It was painted in great blue letters and it said PAINT in a voice that made the old sign hang its head in confusion." His store became "the Blue Store."

He painted the interior, the barrels and oil cans, the show cases, everything, blue. He wore blue shirt, canvas coat and cap himself and made the store boy do likewise. Blue letter-paper, billheads and blotters were sent out. Everything about the rejuvenated shop was as blue as indigo; except the proprietor and he was brimfull of confidence in the prospect of increased profits.

His next step was to pick out a good quality line of paint and to secure the exclusive agency. Then he started to improvise selling ideas and put them into effect. He lured a near-artist to paint scenes on one of his store windows, the pictures always having reference to some local event. A blue booth was one of the features at the county fair. Inside the booth was a blue fishing pond, from which people fished up parcels and each parcel contained a blue coupon entitling the holder to a discount on goods at the blue store. He gave gauges free with every first order for gasoline from an automobilist. Teamsters were supplied with blue wagon umbrellas, school children received glistening blue rulers. When a baby was born in the town, it got a blue ribbon from Henderson, tied in a beautiful bow; its parents received an invitation to call and buy some paint or varnish or furniture polish, at a discount. A blue coupon was inclosed, to make the opportunity real. These are but a few of the hundred and one ideas that he introduced.

He systematized everything, cut down his expenses, raised the efficiency of his staff. His store became as full of wonderful schemes and short-cuts as the cave of Ali Baba was of riches.

Result:—He became the leading paint man of the city and worked his income up to $8,000 per year.

Moral:—Every hardware and paint dealer can get corresponding results if he really tries.

Has the Half Holiday Come to Stay?

Opinions Secured From Hardwaremen in Many Sections—The Majority are Distinctly Favorable to the Holiday Ideea But Some Dissentient Views are Secured—The Movement is Gaining Ground.

Every summer the retail dealers have a troublesome question to decide; whether or not to give half-holidays during the mid-summer months.

Do half-holidays pay, or do they on the contrary, entail a loss? This is the vexed problem, and a great many diverse answers can be secured. Some dealers are enthusiastic advocates of the weekly afternoon of recreation. They enjoy it as much as their clerks and unhesitatingly declare that they do not lose a cent by it. Others will tell you gloomily that the half-holiday makes a hole in the weekly sales and that profits are literally "shot to pieces."

In many cities and towns the half-holiday has been abandoned after a year's trial. The number of places adopting it is becoming larger all the time, however. That is the one outstanding feature—the idea is steadily gaining favor.

In order to find out what the majority of hardwaremen think on this subject, Hardware and Metal recently addressed letters to quite a number of dealers in places where half-holidays have been observed this year. Many replies were received. The opinions expressed varied, of course.

Tested His Sales.

One hardwareman sends in the result of a test which he conducted. "I was determined," he writes, "to find out if the half-holidays were having any effect on sales. I wanted to know definitely because I had resolved to refuse them if I found that they interfered with business.

"I kept track of weekly sales for a month prior to the time that the holidays began. The first week there was a small falling off, a matter of a few dollars. This may have been due to any other cause, of course. The next week there was a corresponding loss. After that, however, there were slight gains some weeks. On the whole, I guess, we broke even.

"The stores closed on Wednesday afternoons. I noticed that our sales on Thursdays were heavier than before during the months that the holidays were given. This increase did not quite balance up what we lost on the Wednesdays but the trade came back on the other days of the week."

Smaller Places Favorable.

Practically all opinions received from towns and places of similar size were favorable.

IN A NUTSHELL.

The idea is steadily gaining favor.

The main drawback is that farmers forget about the half-holidays.

Test conducted by hardware dealer showed that no business had been lost.

Opinions from dealers in small places are almost unanimous in favor of half-holidays.

The following reply from G. A. Binns, of Newmarket, sums up the opinions expressed by a large majority of dealers in towns and villages:

"Replying to your favor of the 23rd re the half-holiday proposition, beg to say we have for the past four years been allowing the Wednesday half holiday during July and August. The first year it was rather difficult on account of the country people forgetting that stores would be closed. But after the first season, people became educated to doing business in that manner and there has been no difficulty since. The main thing is to have all the merchants strictly observe the rule. If such is the case, I cannot see where there would be any business lost. It is merely a matter of educating the people when and how to do their buying. I think the time is fast approaching when the retail business man will not be required to be continually at the job from 7 a.m. until 10 or 12 every night. If such is the case it is the merchants' own fault."

"G. A. Binns."

The Main Drawback.

The fact that farmers do not always learn of the custom and thus drive into town when the stores are closed up, is pretty generally regarded as one of the main drawbacks. It is pretty generally stated, however, that after the first year the farmers make it a point to find out when the stores will be closed.

In the Cities.

Dealers in the cities are not nearly so unanimous in their support of the idea. A hardwareman in Peterboro writes as follows: "The hardware trade, not finding half holidays satisfactory, have not kept them for years."

The experience in Berlin has been somewhat the same. A large number of stores closed last year, but the proprietors were not satisfied with the results and the idea was not followed out this year.

In St. Thomas, the holiday scheme finds favor. The Geo. A. McMurty Co. write:

"It works very nicely in St. Thomas. The merchants are well satisfied to be able to have this breathing spell. Wednesday half-holiday has become an occasion to which everyone looks forward. At first some of our country customers were inconvenienced but now there is no trouble. We do not see that it interferes with business. On the other hand, it allows the merchants as well as the clerks a half a day when he can take his family to a picnic or ball game without neglecting business.

"Yes, we heartily endorse the Wednesday half-holiday. Yours truly,

"Geo. A. McMurty Co."

Where the Dealer Benefits.

This letter brings up an interesting point. Many merchants are inclined to regard the half-holiday as a benefit for the clerks only, forgetting that it benefits themselves as well. The proprietor needs a rest as well as the clerk; and the half-holiday gives him the opportunity.

A Toronto dealer puts the seal of his approval on the holiday idea in the following wise: "We have not lost anything by it. People soon accustom themselves to any new idea—and they generally remember that we close on Wednesday afternoons. Trade before and after evens up on what we lose on the one afternoon."

Another Toronto dealer, however, takes a distinctly opposite view. "It cuts our week in two," he declares. "Business may not be lost but the holiday is extremely unsettling."

In Montreal, where a number of the hardware stores are closing at 1 o'clock on Saturdays, during July and August, the results have been found satisfactory. Mr. Philbin, who has been following this practice for years, seems to speak for all when he says:

"We have found the Saturday half holiday during July and August a good thing. It gives us all a chance to get away for a time, and I do not think that it has meant any loss of business. To begin with, Saturday afternoon in the summer is not a great time for shopping in our line. People know we are going to close. We announce it through our windows. Moreover, we have been closing for some years now, and our customers expect it of us. Some said this

June, 'You'll soon be closing Saturday afternoons now, won't you?'

"Those who want anything on Saturday come for it in the morning or telephone for it. I think closing for that half day has really done us good. It shows our customers that we are willing to make things agreeable for our clerks."

Has It Come to Stay?

Yes, opinions differ pretty widely but the tenor of the majority of the letters received was distinctly favorable.

Has the half holiday come to stay? In some localities, it has undoubtedly become permanent. It has grown to be one of the established features, like the Saturday holidays in the factories. People have come to recognize that the merchant deserves a holiday as well as the rest of mankind and that they should adjust their shopping to suit his convenience in this respect.

From all available information, the conclusion is reached that this sentiment is growing. The half-holiday movement seems to be substantially gaining ground.

Rope's Recent Advance and the Reason

Raw Hemp Insufficient to Meet the Demand—Its Price Therefore Has Soared, Soared Higher Than the Price of Rope. Still Higher Figures are Far From Unlikely—This Seems a Good Time to Buy.

Following a rise in rope prices of ¼ cent a pound, struck during the last days of June, there has now come an advance of 1¼ cents. The jump is sudden enough and large enough, to cause the hardware man to wonder what it is that has made this upward movement necessary?

Lest some might go away with the wrong impression it might well be stated at once that the last advance is but natural results of conditions affecting the raw material. The upward movement is not a scheme of the manufacturer to secure more profits. Indeed, it seems very doubtful if, even at the present price, the manufacturer's margin of profit is as large as it has been in bygone days. Moreover let there be no mistake as to the immediate future. That the recent rises will be followed by corresponding declines is far from likely. A movement in the other direction—a movement toward still higher prices—is far more likely. Even since this last advance the cost of raw material has gone up still higher. What is there for the manufacturer except to maintain his present prices, and possibly look toward fixing a still higher level in the future?

Recent Advances.

In the last week of June prices were quoted as follows: Sisal, 8½c; pure Manilla, 10½c; British Manilla 9c; Lath Yarn, 8c.

Then came the change. Manufacturers were paying more for their hemp. They felt compelled to raise the price of the product made from hemp. So, on the 27th of June, the following prices came into force: Sisal, 8¾c; Pure Manilla, 11¼c; British Manilla, 9¼c; Lath Yarn, 8c.

There had been an advance in every line except Lath yarn.

But the price of the raw material did not remain steady at its new high figures. It rose. During the last two or three weeks Manilla fibre has generally been advanced from 1 to 1¾ cents a pound. "Fair Current" went up 1c; Midway Manilla rose 1¼ cents; "Good Current" Manilla was quoted 1¾ cents higher. The margins of profit had been small before. This advance made them ridiculously small, and the second advance in a month had to be fixed by the manufacturers. How much this advance would be was a question, but this was finally fixed at sums varying from ½c to 1¼c. No smaller amount would at all cover the higher prices asked for the raw hemp.

At present, therefore, quotations are as follows: Manilla, 12½c; British Manilla, 10c; Sisal, 9¼c; Lath yarn, 8½c.

Large Consumption of Hemp.

But what, it may be asked, has made the raw material advance? It is easy to see that an advance in the raw material will make the finished product rise. But what was behind the rise in the price of raw hemp? What is likely to be its future course?

It seems that the answer is found in the old law of supply and demand. There is, at the present time, a tremendous consumption of hemp. Immense quantities of binder twine are now being used in Canada and the United States. These take hemp. For ships and for building operations rope has been required. The supply of raw hemp, indeed, has been insufficient to meet the demand. The rise, therefore, has been natural.

As to the future—well it can merely be said that the causes which have made the supply of hemp inadequate still exist. Even higher prices of raw material are likely. Indeed, since the rope has been advanced, there has come another rise in the raw material. A rise of about ¼c.

Chances For Gain.

When considering what is likely to happen in the future there is another side of the question which is worthy of note. Since July 1911 hemp has advanced slightly over 2½c a pound. The finished product, on the other hand, has advanced only a little more than 1c. Moreover it must be remembered that rope is not now at its high level. It is not a great while since it sold as high as 13¾c. There are many things more unlikely than another rise in prices. This would seem a good time for dealers to lay in an adequate supply. Many anticipated this last advance and have profited. There may still be time for others to get ahead of the market. There is practically no chance that they would lose by reason of a decline, and they are quite likely to gain.

The West Demands Relief

Winnipeg, Man. — During "Fair Week" Winnipeg was visited by numerous hardware dealers, and amongst the number was J. J. Heinrichs, of Osler, Sask. Mr. Heinrichs reported the crops in his district as being by far the best and finest for years, and nothing bad, such as frost occurring, he said, the question will arise, "How can we dispose of it all?"

"With 25 per cent. more acreage," he said, "and outlook for far bigger returns than 1911, it looks like a very serious proposition, not only for the farmers, but also the merchants.

"Last year I saw farmers bring into Osler No. 2 grade wheat, and the elevator people would not be able to take it on account of all the bins for that grade being full, but they could accept it as No. 5 or No. 6 grade, paying 36c per bushel, when the wheat was worth No. 2 grade, or 84c per bushel.

"This is a most serious proposition for all of us, and I wish I could only get some way for letting the public know how much money we all lost in our district on account of the shortage in cars. If 'Hardware and Metal' had time or the inclination to look into this I know the manufacturers and others interested would have their eyes opened in such a way that they would become so actively interested that a remedy would soon be discovered."

Hardware Store Publicity

Chapter 12—The Special Sale

How Advertising for Special Sales Should be Treated—Big Space Should be Used—The Large Typed and Highly Exaggerated Form of Advertisement Should be Avoided—Prices Should Always be Given.

The necessity of conducting special sales arises frequently in the course of every hardware dealer's experience. He may perhaps see an opportunity of working up a big sale in some special line. Perhaps he has been carrying rather too heavy a stock and has been caught at the end of the season with more goods on his hands than he cares to carry over. Or mayhap he finds that his shelves are loaded with too much old and shopworn stuff, and he wants to clean it all out. Whatever the reasons, the average dealer is periodically called upon to plan and carry out a big sale.

A special sale necessitates special advertising efforts. To attempt to stage a sale without investing a certain amount of coin of the realm in printers ink is highly fatuous and short-sighted. The idea behind the sale is to stir up trade from everyday proportions and create a largely increased demand for certain lines. It stands to reason that if the dealer expects the public to take an enlivened interest in his store, he must do something to arouse that interest.

Use Big Space.

This is one case where it is possible to lay down a hard and fast rule. Advertising for a special sale should be done in big space. The merchant cannot afford to have anyone overlook his announcement. To make the sale a success, every person who might be interested in the articles offered must see the advertising. Hence the necessity for big space.

Still there is no reason why the special sale advertiser should go to the extreme in this respect. It is a common practice for sale announcements to be written in lurid style and printed in type of enormous size. The headlines seldom vary. Here are some of them:

Unprecedented Opportunity!

Selling Below Cost!

Immense Stock Reduction!

Advertisements of this nature often serve to defeat their own ends. They are too flamboyant in style and too heavy in construction. An exaggerated claim is never accepted at its face value. While the special advertiser must make a certain amount of noise in the commercial world, he need not become stentorian and raucous.

Yes, good-sized space should be used and bold type should be pressed into service. The announcement must "stand out." At the same time, the announcement should not be entirely lacking in dignity and, what is even more important, it should possess the elements of originality. Nothing original results when a man tries to write a headline which will impress on the public that the sale is to be wonderful and peculiarly epochal. Unable to find words to adequately tell of the stupendous bargains he intends to offer, he generally ends up with something like this:—

"Unprecedented Opportunity!"—set up in 96 point Mammoth.

Why not a sane statement of the real facts of the case. Originality can then be obtained and the announcement has more weight. The headline and introduction of a recent advertisement by an Ontario hardwareman might here be quoted. It reads thus: Buy hardware when it is cheap.

It has been said of a certain millionaire that he made his fortune by buying straw hats in winter time. In other words he saved money by purchasing when prices were lowest. Now is the time to buy summer hardware. We are prepared to clear out our summer stock at a reduction in price, in order to make room for fall goods. You will never be able to buy these goods to better advantage. We won't make millionaires of all who take advantage of this sale, but we guarantee to make them well satisfied customers.



A special sale advertisement with some original features—Note the prominence of the prices.

Quote Prices.

It is, of course, absolutely essential that prices should be quoted. In a special sale it is the price which attracts. Prices should, therefore, be made the real feature of the advertisement. No amount of descriptive matter, telling of the great value of the goods, will take the place. Prospective purchasers want figures, not figures of speech.

Use Illustrations.

It is advisable to use illustrations. Cuts brighten an ad. and, in the case of a special sale advertisement, they help to make it attractive.

ANNUAL MEETING OF ONTARIO LANTERN & LAMP CO.

The annual meeting of above company was one of the best attended meetings in its history; every shareholder being represented. The president, in laying before them his annual report, said that the financial statement showed a most satisfactory net profit, whilst the business done was considerably in advance of any previous year. Mr. Ginder also spoke of the severe loss the company sustained in the death of their secretary, P. D. Crerar, K.C. It was moved and seconded that a letter of condolence be sent to the late secretary's family. The Board of Directors was increased from five to eight and an executive board of four members was also elected. The result of the election of officers was as follows:—President, W. H. Ginder; vice-president, F. W. Gates; secretary, G. H. Levy, and Mr. Goodwyn was again appointed treasurer.

Several improvements and additions were decided on and, although the business done last year showed a net increase of 45 per cent. over the previous year, the company starts their new year with every prospect of beating this increase in the coming year.

Bicycles Selling Largely. How About Future?

Dealers State That the Demand This Year is Larger Than for Many Seasons Past. Wheels are Being Used at the Fashionable Resorts, Which Seems to Indicate They Will Return to Their OldPlace Even With the Ladies. Great Improvements Have Been Made in Bicycles of Late, Yet They Sell Much Cheaper Than in the Days of the Boom.

In the days when some of us were very young, indeed when some of us weren't at all, roller skating was a popular amusement. It went out of style. Roller skates were practically unheard of. Then one day the pastime became popular once more. How it started back toward public favor is hard to tell, but back to favor it came. Roller skating once more became the most popular of amusements. Many skates were sold, and many are still sold.

All of which simply indicates that when an article loses favor there is no surety that it will not return to popular demand. The Jim Jeffries of commerce are hard to pick. It is difficult to tell which lines will not "come back."

Indications for the Future.

All of this is interesting at the present time because of the light it throws upon the sale of bicycles, which, after being sold right and left for three or four years, went practically out of fashion, but which are now giving signs of rejuvenation. Bicycles sold better last year than the year before, and they have sold much better this year than they did last. What then for the future? That indeed is the question. If bicycles are going to return to favor, many hardwaremen who do not now carry them might well add this line to their sporting goods department.

A certain fashionable set in the States sets a good many fashions for us here in Canada. These people took up the automobile and made it popular. They put their stamp of approval upon the bicycle in the early days, and seem to be doing something for the wheel once more. In the famous winter resorts—Florida and Bermuda—bicycles are being much ridden. In Bermuda, of course, motor cars are not tolerated, which may have something to do with the popularity of the bicycle, but in Florida, where motor cars abound, many of the winter visitors use wheels.

Wheel's Commercial Value.

This is but one sign. Exactly what it indicates is a little hard to say, but assuredly it denotes that the bicycle business is far from dead—that it is, indeed, in a healthier state now than for some time past.

But suppose this use of wheels by the fashionable is only for the holidays. Supposing it does not influence others, who can not take these long and expensive trips, to buy bicycles. What then? Well there is still the commercial value of the bicycle to count upon. Perhaps more and more this is being appreciated.

A Winnipeg dealer has something to say along this line. He is a dealer who has carried bicycles in connection with his sporting goods department for years. He sold bicycles during the days of the boom, and he says that the business in this line has been better this summer than at any time since the good old days.

Bicycles Down in Price.

"We are selling bicycles to all manner of people," declared this man. "We have sold a great many to boys, who want them to fly about on in their holidays. Men too are buying—and evidently for a variety of reasons. Some are getting them merely for pleasure. There are others who find the bicycle helps them reach their home. They can wheel to and from the store or office in less time than it takes them to make the trip on the car. Moreover, in this way they are saving money. A bicycle costs much less now than it did in those late ninety's, when the demand was so large.

"Town travelers are using wheels. Young men who keep canoes out on the river are using them to make a quick trip to the river possible. There is a big call for men's wheels, but for women's wheels the demand is practically dead. Whether the use of bicycles by the lady visitors at the fashionable summer resorts will bring this mode of locomotion back into popular favor among women I cannot say."

Big Country Trade.

A Quebec dealer too states that the call for bicycles is large. That this should be so in Quebec—which is a city set on a hill, and therefore hilly—is somewhat strange. Yet this dealer states that the sales have been large. He has not only sold in the city, but in the country surrounding.

This country trade, by the way, is a feature to be considered at present. More than ever the bicycle is of value to the farmer, and to those who have dealings with the farmer. At present many fruit buyers are scouring the country. They have to travel far. To hire a horse and carriage costs money. In a months work it amounts to well nigh $100. On the other hand a good bicycle can be bought to-day for $35 or $40. No wonder the fruit firms are buying their "fielders" bicycles—either of the old style or of the motor variety.

But the farmers themselves can use a bicycle to advantage, and are so using them. Horses, at the busy season, are needed on the farm. A wheel, therefore, enables a quick trip to town for any article which may be found necessary.

Roads Better Than Ever.

From several sources it is learned that there is now a good sale of bicycles in the country communities. And it is not surprising that this should be so, for roads are more fitted for riding now than ever before, and wheels are much cheaper.

To those handling bicycles, or those thinking of handling them, this question of price is worthy of some consideration. In Hardware and Metal is appearing a series of articles relating to the price of certain goods sold in the hardware store. These articles either explain the advance in prices as being due to the advance in cost of the raw material, or show that the higher price is rendered necessary because the people are demanding a higher quality of goods. With bicycles, however, there is an even more startling tale to tell. There can be no doubt that the wheels turned out to-day are ahead of those sold in the ninety's. They are equipped with many modern features. Not only have they the coaster brake, which minimizes the amount of effort required to propel the wheel, but many of them are fitted with a three speed gear equipment—a high, low, and intermediate—much as is fixed upon an automobile—gears which enable a change to make hill climbing easy and riding on the level easier. And with all these changes the prices asked have decreased—decreased greatly. What the cause of this decrease is may be somewhat hard to determine. Probably the plant is cheaper now, and improvements in this plant have made production more rapid. Anyway the fact remains that prices have dropped tremendously, and this is worth remembering by those thinking of adding bicycles to their stock. It is worth advertising by those who are already dealing in bicycles.

Burglars Got Two Years.

Brampton, Ont.—Magistrate Crawford sentenced Frank Taylor and John Brown, who pleaded guilty to breaking into J. A. Henderson's Hardware store a week ago, with intent to steal, to two years less one day, and one year in the Central Prison respectively.

Have Sporting Goods Risen in Price?

The Seventh Article in The Price Series Shows That Articles as Good as Those Used Twenty Years Ago are Much Cheaper Now Than Then. Any Higher Prices are Paid for Improvements. Some Lines—Such as Ammunition—Are Both Better and Cheaper.

"Ah for the good old days," sighs the pessimist, "when the boys played baseball and lacrosse on the back lots and at the agricultural park, and when we did not have to hire men to play our games for us."

That old chestnut has done duty for a good many years now. It has been uttered from pulpit, and political platform. There seems to be something in it until one pauses to consider the facts. How disconcerting facts sometimes are! In this day, when professional sport is supposed to be killing amateur competition, what is to be found? Why, the most cursory examination of the statistics, as they are to be had, shows that instead of decreasing, the followers of amateur sport are increasing rapidly. Perhaps the professionals do draw the crowds which formerly attended the amateur games, but even in places where this is so the amateur games are being played.

How Demand Has Grown.

It would seem, indeed, that the spirit of professionalism which has entered into sport has done good rather than harm. The professionals are becoming the teachers of the amateurs. Boys and play," and the "delayed steal," just Then they play themselves, and try to work the "hit and run," "the squeeze plays," and the "delayed steal," just as do the men, who, gathered from far and near, represent the home team. To make these plays good equipment is needed, and so there has grown a demand for a better class of goods.

Professionalism in Canada has only invaded three fields to any extent—baseball, lacrosse and hockey. These games have boomed of late years, but so have the other sports—the sports which from time immemorial have been the joy of the amateur—cricket, tennis, golf and rugby football. The demand for a high-class of sporting goods is felt in these strictly amateur sports as it is in the more professional lines.

Prices Have Not Advanced.

When these facts are considered, then, what is to be said on the question of prices? Have the prices asked for sporting goods advanced? Unhesitatingly it may be said they have not. The prices now demanded for some classes of sporting goods are higher than were asked for the line which was thought to take the same place, but the higher priced article of to-day is a very different one to that sold ten, fifteen, or twenty years ago.

Take baseball goods for instance. Baseballs themselves have been improved. They have been made more "live" by the use of a cork centre. They are better sewn. What of the price then? Well the time was, some twelve or fifteen years ago, that these balls—that is the better class of them—cost $1.50. Now they are selling for $1.25 in the United States, and though there is a 25 per cent. duty against these goods, they sell for $1.25 here. Here, then, is a case where there has been an improvement in the product, with a drop in the price, and that in spite of the higher cost of leather.

Cheaper Lines Dropped.

As far as gloves go the change is not so noticeable. A dozen years ago there were some exceedingly cheap gloves put upon the market. Gloves were to be had then for sums as low as 10c. There is no mitt to be secured at that price now. About the lowest price is 25c, and on that the manufacturers claim—and with some reason—that they lose money.

Generally fielders' gloves, catchers' mitts, etc., are fully as expensive now as in the "good old days, when town boys played on the town team." But the reason is that players to-day demand a better glove. They want the best made, and do not object to paying the price. The high price is paid for the improvement which has come with the years, not as an advance in the cost of the article.

Better Made Mitts.

The old catchers' mitts were shapeless things until long usage put a "pocket" in them, and enabled the catcher to clutch the pitcher's offering. To-day all gloves are shaped. They have a pocket when they are bought, and need but little breaking in.

It is hard to get this question of gloves down to rock bottom, but certainly high prices are paid to-day because a higher grade of goods are being sold than was known ten, fifteen, or twenty years ago.

Drop in Ammunition.

Then consider the question of rifles and shot guns. The prices asked have changed little as the past score of years have flown. This means, therefore, that considered by any fair basis the price of guns and rifles has dropped. A model similar to that sold a decade ago could be bought for much less now than then. It is the modern improvements which keep the prices for the best models up. Modern rapid fire rifles—magazine guns—these are the things which sportsmen are paying out their money for.

A drop in prices, however, is noted in ammunition. "What," some will say, "ammunition advanced in price about seven years ago." So it did, but the advance was small, and not by any means equal to the drops which had occurred in the preceding five or ten years.

Shells Have Been Perfected.

So material has been the reduction in the price of ammunition that sportsmen generally are buying this made up now, and are not purchasing shells which they fill themselves. The manufacturers, moreover, have been carefully studying the question of filling shells, and have so perfected this work that it is hard for an amateur to attain anything like as good results.

Smokeless powder, moreover, has come down in price, and consequently has come to the front. Fifteen years ago it was all but unknown. It was so expensive that sportsmen passed it by and bought the black. But the price fell, and even with the last advance the smokeless cartridges are so reasonable that a large percentage of the sportsmen use these in their arms.

In tennis goods the price question has been somewhat inconspicuous. This, perhaps, is because many of those who buy rackets do not have to think over an extra dollar. They want the good racket no matter what it costs. But rackets have not changed materially. The first-class article is about the same price to-day as it was two decades ago. The balance of the rackets have been improved. New methods of reinforcing the frame have been adopted. The gut is strung a little differently. But the price is much the same.

Tennis Rackets Have Dropped.

There are some cheap lines to be secured now, however, which were not on the market those years ago. At least the grade was to be had, but at a higher price. Tennis rackets, it may be stated, have dropped in price. Not risen.

Then there is golf—that game which someone has said will be the cause of the disintegration of the British Empire, should such disintegration come. Infinitely more money is spent on golf to-day,

than was spent a score of years ago. This only shows that the number playing is greater. Not that the clubs are really more expensive. It is true, however, that some do cost good sums. Probably the average golfer's outfit costs much more now than it did in the early nineties. But he uses more clubs now—and better clubs. The game has been more specialized.

Sporting goods are perhaps the very hardest lines to examine in a comparative way. As far as efficiency goes the goods of to-day, despite the higher cost of material, are much better than those of by-gone days. But prices are in cases higher. In other cases they are lower. Generally it may be stated that the advances have been due entirely to improvements—and that the same grade of goods being considered, sporting goods are cheaper to-day than they have ever been.

PRESENTATION TO H. A. GUNN.

On Wednesday, Hugh A. Gunn severed his connection with the firm of H. S. Howland Sons & Co. Mr. Gunn has been with the firm for a period of eighteen years and for a large portion of that time has been sales and warehouse manager. The fact of his personal popularity was clearly demonstrated when on Wednesday afternoon all employes of the company, numbering considerably over one hundred, assembled and presented him with tangible remembrances.

Mr. Jenkins, the oldest employe of the house who began his connection at the same time as the late Thomas G. Dexter, read an address on behalf of the warehouse staff, and Geo. Gilmour made the presentation of a gold chain and locket. The address was as follows:—

"It was with profound regret that we learned of your severing your connection with us. You have, by your courteous manner and fair-mindedness won a place for yourself in the hearts of your employes not attained by many. Not only in business but in social life as well, we have always found in you a helper and a friend.

"We would ask you to take this locket and chain, not for its intrinsic value, but as a token of the esteem in which you are held.

"We sincerely trust and hope that you will do well and prosper in your new field of labor."

T. B. Williamson then spoke on behalf of the departmental managers and traveling staff. He explained that they all recognized the great help their wives were to them and, as the warehouse employes had presented him with something for his own personal adornment they had decided to give something in which Mrs. Gunn would share. He then presented a handsome Crown Derby tea set.

Mr. Gunn responded fittingly, referring to the happy relations which had always existed between himself and all members of the staff. The proceedings were brought to a close by a hearty chorus of "For he's a jolly good fellow," and three cheers and a tiger.

Mr. Gunn is joining the firm of John Stark & Co., and will be engaged in



Hugh A. Gunn.

real estate. However, he does not intend to sever his connection with the hardware trade entirely for he asserts that he will continue a subscriber to Hardware and Metal, and in that way will keep in touch with old associates and friends.

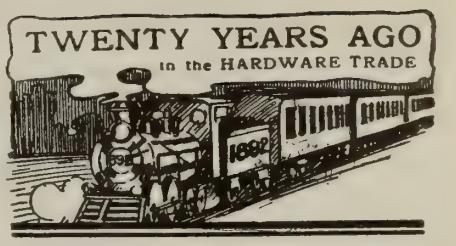
GOOD QUALITY TALK.

Red Deer, Alta:—In advertising tools, the Day Hardware Co., who have taken the motto "we stand for progress," say:

"Nobody can do good work with poor tools. A poor mechanic can do better work with good tools than a good workman can do with poor tools." So much or more depends on the tools as on the man; besides good tools save time."

"Realizing this as we do, all of our goods of this kind are of the best standard makes and fully guaranteed. You can pay less of course, but you get cheapness and not satisfaction."

Arcola, Sask.—W. A. Youngblud, who recently disposed of his hardware and furniture business to John R. Mears, has bought it back again.



The following items are taken from the issue of July 30, 1892:

"A deputation representing a group of persons contemplating the formation of a company for the manufacture of binder twine and agricultural implements, interviewed Sir Oliver Mowat regarding the purpose of his government to establish twine works in the Central Prison. The deputation consisted of John Hope, Joseph Stratford, F. T. Chalcraft, Thos. Brooks and Jacob Mott, all of Brantford. They were desirous of finding out to what extent the Government was going into the manufacture of twine."

Editor's Note.—The Farmer's Binder Twine and Agricultural Implement Manufacturing Company was subsequently formed and is still engaged in the manufacture of binder twine. Joseph Stratford is manager. Fred. T. Chalcraft is well known to the hardware trade through his connection with the Brantford Roofing Co., of which he is manager.

* * *

"Paints and leads are quiet, the only lines moving to any extent being mixed and carriage paints. A fair jobbing trade is being done in leads."

Editor's Note.—Conditions at the present time present a contrast to this. Business is good in all lines of paint. In fact, the present year is breaking all records in the matter of paint consumption.

* * *

"W. H. Evans, of the Canadian Paint Co., is passing the heated term at the Lawson House, South Harpswell, on the Maine Coast."

Editor's Note.—Mr. Evans severed his connection with the Canada Paint Co. last year, but is still connected with the hardware trade in the capacity of manufacturers' agent.

William Verity, Robert Verity, William Verity, all of Exeter; Hart Massey, of Toronto, and Edmund W. H. VanAllen, of Brantford, are asking to be incorporated as the Verity Plow Co., Ltd.

Editor's Note.—The Verity Plow Co. are now among the largest plow manufacturers in Canada. They have a big plant at Brantford.

Complete Course of Sheet Metal Work

By L. W. KOSER

Example No. 3 shows how to draw an ellipse by a large and a small circle.

The large circle represents the length of the ellipse, and the small circle represents the width.

Draw the line A-B the desired length, and through the centre—draw the lines C-D the desired width.

With O as centre and O-A as radius describe the large circle. Then with O as centre and O-D as radius describe the small circle.

Begin at A and step the large circle off into any number of equal spaces.

Then begin at S and step the small circle off into the same number of equal spaces. Drop verticle lines from each of the numbers on the large circle and intersect them by horizontal lines drawn from the corresponding numbers on the small circles. For example, drop vertical lines from 2, 3, and 4 on the small circle. A line traced through the points of intersection completes the ellipse.

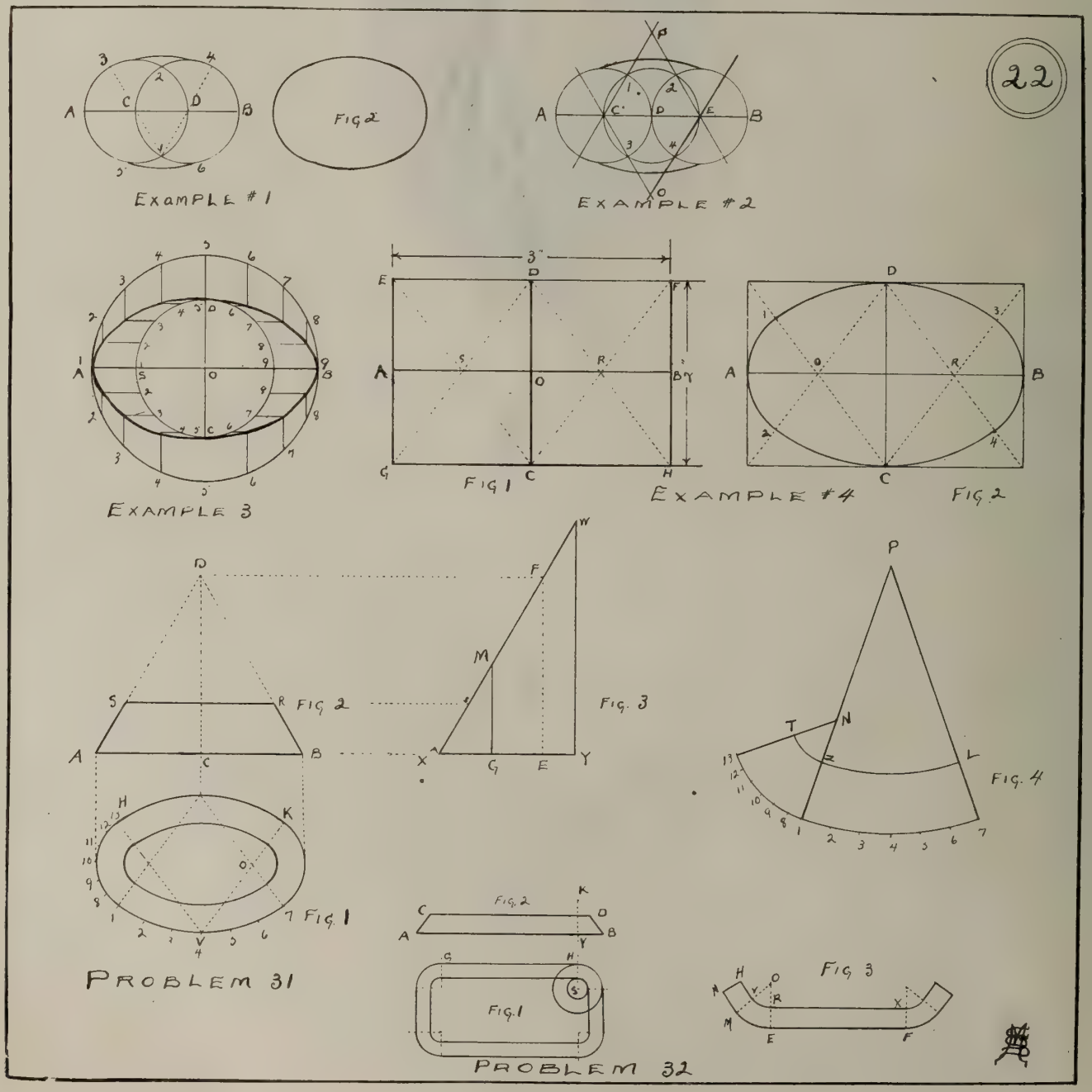
Another method of drawing an ellipse is shown by example No. 4, Figs. 1 and 2; the reason that the different radii for describing the different arcs lies within a given plane or boundry.

There is one fact, however, that must be kept in mind in regard to this method, and that is, that the length of the ellipse must be one-half times greater than the width; or to put it the other way, the width must be two-thirds that of the length; this proportion gives a very good ellipse.

In order to make example No. 4 as plain as possible we show two drawings in developing it, but of course the student can finish it in one.

First draw the line A-B of Fig. 1 the desired length, then through the centre O draw the line C-D two-thirds the length of A-B. The easiest way to get this is to lay off the line A-B in three equal spaces, then lay off one of these on either side of the centre O as O-D and O-C.

(Continued on page 45.)



New Hardware Goods

SEWING MACHINE GRINDER ATTACHMENT.

A handy little attachment is a sharpening device that attaches to a sewing machine. This is put out by the Luther Grinder Mfg. Co., of Milwaukee. It attaches to any sewing machine and is adjustable to take up any slack in the belt. The wheel is of Dimo-Grit, the new artificial sharpening substance now being used on Luther Grinders.

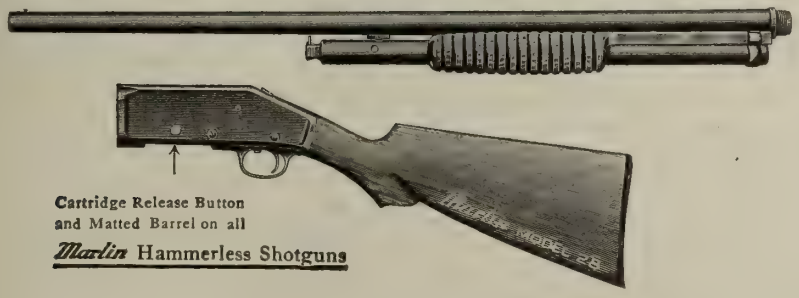


Luther Sewing Machine Attachment.

This little grinder furnishes a quick and easy means of sharpening knives, scissors, needles and practically all household tools. A woman will make use of this when she would not think of using a whet-stone.

HIGH POWER MARLIN RIFLE.

The Marlin Firearms Co. are just placing on the market in their Model 1895 a new .33 caliber high power repeating rifle made in special light weight style with 24 inch round, special smokeless steel barrel, half magazine, giving 5 shots at one loading. The rifle weighs about 7¾ pounds and will sell at $18.50 for the solid frame rifle and $22.00 for the take-down style.

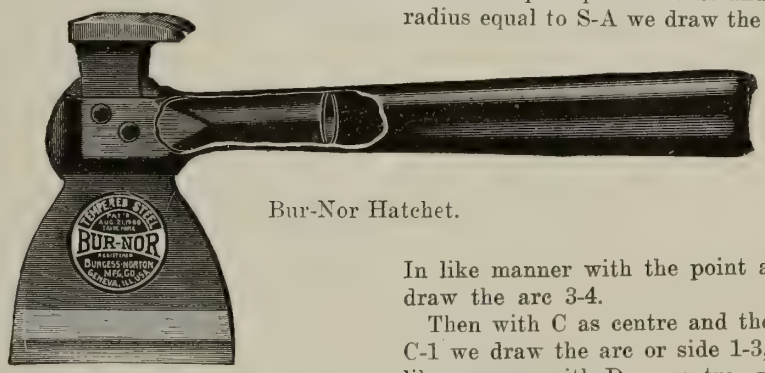


New Model Marlin Rifle.

This new .33 caliber rifle is a quick handling rifle, has special smokeless steel barrel, made especially to stand the continued use of high power smokeless loads and jacketed bullets. Rifle holds 5 cartridges; 4 in magazine and one in chamber. It has case-hardened frame, made of special smokeless steel; case-hardened breechbolt and finger lever; black walnut buttstock and forearm; shotgun butt, rubber buttplate; Rocky Mountain (adjustable) rear and front sights. Uses any standard make of .33 caliber high power cartridges. The take-down rifle packs in a space 24 inches long.

ALL STEEL HATCHETS.

The Burgess-Norton Mfg. Co., Geneva, Ill., are manufacturers of a full line of the Bur-Nor all steel hatchets, the unique feature of which is the steel handle. These tools comprise a line of hatchets, made in nine different styles. The No. 100 shown herewith is a new addition and was made especially as a barrel or packing hatchet. The checked case hardened head and nail pull milled to an edge in side of blade makes this style particularly adapted for that use.



Bur-Nor Hatchet.

A reinforcement is placed inside the handle next to and running over the blade, giving doubled weight and strength where it is needed without adding to the weight or affecting the balance or hang of the tool. These handles will stand a strain of over three hundred pounds. The blades are tempered in oil and will take and maintain a keen cutting edge. All parts are firmly riveted under tremendous pressure.

COMPLETE COURSE OF SHEET METAL WORK.

(Continued from page 44.)

Now draw the horizontal lines E-D-F and G-C-H, and the vertical lines E-A-G, and F-B-H.

Draw a line from C to the corners E and F, and from D to the corners G and H.

Where these lines intersect on the line A-B as S and R, will be the centres for drawing the ends of the ellipse, and the points C and D are the centres for drawing the sides.

Now refer to Fig. 2. With the point of the compass placed at S. and with a radius equal to S-A we draw the arc 1-2. In like manner with the point at R we draw the arc 3-4.

Then with C as centre and the radius C-1 we draw the arc or side 1-3, and in like manner with D as centre we draw the arc 2-4, thus completing the ellipse.

In Prob. 31 we show the method of developing the patterns for an elliptical shaped article.

First draw the outside elliptical line by the method shown in example 4. Then the base line A-B of Fig. 2. Then the vertical centre line C-D high enough to give the desired pitch to the sides of the vessel.

Then draw a line from A to D and from B to D.

Draw the line S-R the desired distance above the base line A-B, or the height it is desired to make the vessel.

Then the outline A-B-S-R represents the elevation of the article.

Now in drawing the patterns for an elliptical article by this method, we assume that it is simply two cones of different heights. For instance, the sides having the large curve are considered as two parts of a large cone, and the sides having the small curve are considered as two parts of a small cone.

Catalogues and Booklets

Ready to Issue.

The new catalogue of the Enterprise Foundry Co., Sackville, N.S., is now ready to issue and will be sent to all interested.

Green Book On Tools.

The Smith Hardware Company, Montreal, have just issued the second edition of "the Green Book of Hardware Specialties." This deals especially with "Red Devil" tools, manufactured by them. It shows designs of chain drills, screw drivers, pliers, spark plugs, hack saws, and quotes prices. The book is a mine of information.

Coopers' Tools.

The L. and I. J. White Co., Buffalo, N.Y., have issued a catalogue of their coopers' tools, including all varieties of turpentine tools. It is a very creditably prepared and printed booklet, each article being fully described and illustrated. The line of tools shown is complete in every detail.

The tools shown include: broad axes, turpentine broad axes, haxes, gutter pullers, turpentine dippers, herty cup dippers, hand axes, coopers' adzes, shaves of all descriptions, chamfer knives, howeling knives, scrapers, froes, drivers, dowel machines, dowel forms and bits, raising and flagging irons, pincers, pulleys, hammers, anvils, beakhorns, borers and reamers, spoke-shave irons, howel irons, wing compasses, rivet sets, vises, punches, lock cutters, levelers, crozes' head floats, jointers, heaters.

Wire Rope And Fittings.

An advance copy of the new Wire Rope catalogue of the B. Greening Wire Co, Limited, Hamilton, has been received, and the company are to be congratulated upon the very handsome brochure they have issued. It is evident that no pains whatever have been spared in the production of the work. The cover, which was evidently specially designed for this issue, presents a striking design. The color scheme throughout is gray and black, and the issue is fully illustrated.

The B. Greening Wire Co., Limited, issue different catalogues for their different lines of business, and this catalogue relates to their Wire Rope Dept. Wire Ropes of all descriptions are shown from the heavy 2¾ inch diameter (8⅝ inch circumference), composed of 114 wires with a breaking strain of 305 tons, weighing 12 pounds per foot, down to the finest copper cord 1-16 inch diameter composed of 42 wires with a breaking strain of 100 pounds, weighing .007 pounds per foot. We find in wire rope of ½ inch diameter there are no less than twenty-five different kinds listed. Wire ropes of various constructions from galvanized strand for guying purposes, composed of seven wires, to the extra pliable hoisting ropes composed of six strands of thirty-seven wires each with a hemp centre, or 222 wires, are shown. In addition to the ropes there are a very large number of wire rope fittings and accessories such as blocks, pulleys, sheaves, wheels, turnbuckles, clevices, hooks, thimbles, rope grease and a very explicit description of splicing wire rope, and notes on how to care for and use wire rope, showing the best kind of rope to use for different purposes.

It will be ready for distribution in a few days.

UNANNOUNCED BARGAINS.

A correspondent writes: "Has it occurred to you that the successful dealer is the one who studies human nature and knows his customers? Here is an illustration. It was forcibly impressed upon me some time ago that a person who finds a bargain is infinitely more pleased than if the bargain had been advertised in the usual way. 'Something I picked up the other day,' people like to say. Accordingly, I placed here and there through the store articles priced quite low. I made no effort to have them conspicuous or to call attention to them. People just stumbled on them. It did not take long for them all to be snapped up and it surely was a caution the way those people went through the store looking for more bargains of the same kind. It was, I believe, a good stroke of business."

Editor's note: It is customary, and wise, to advertise bargains, but our correspondent has raised an interesting point. Anything which will induce people to look through the store carefully is well worth trying.

HARDWARE CLEARING HOUSE.

In a late number of the Ironmonger, a leading hardware journal of Great Britain, there appears a short discussion of the feasibility of establishing in London a mercantile institution which should make it a business of handling odd lots of hardware. We take it that the class of goods referred to is similar in character to that quoted in the bargain sheets and exchange lists issued by American retail hardware associations.

Moving Odds and Ends.

Attention is called to the fact that in London there are other lines of trade such as books, dry goods, clothing, etc., where there are stores that make a business of handling odds and ends in their respective lines. These firms employ a man whose business it is to travel around among the merchants and pick up goods such as the latter have found unsuited to their trade.

The Ironmonger thinks that dealers might realize more from such wares through this outlet than they do from the auction stores where the dealer often realizes no more than he would from so much junk or scrap iron.

It is not so very often that there is anything in a job lot of hardware that would not be worth something to someone.

New Goods

STANLEY "BED ROCK" PLANES.

The Stanley Rule and Level Co., New Britain, Conn., have issued a leaflet describing their "bed rock" planes.

The absolute solidity and one-piece effect of the "Bed Rock" plane is as much a fact as if the parts were all one, for the reason that the entire under surface of the frog is in perfect contact with the solid seat cast in the plane bottom. The frog and the bottom are so perfectly fitted together, that from the plane iron to the bottom, the plane is as one solid piece of metal.

The frog is made with a tongue on the under side, which fits in a groove in the plane body. This tongue and groove are made to conform, so that when adjustment is necessary the tongue of the frog travels in the groove, which insures its being square with the mouth of the plane, thus preventing any shifting or "wobbling." It is held to its seat by means of two pins of large diameter, each of these having a tapered hole near the lower end. The two frog clamping screws have tapered points. These points fit in the holes in the pins. The center of the tapered hole in these pins is slightly above the center line of the frog clamping screws, so that when these screws are driven in, they produce the effect of a wedge, drawing the pins downward, and clamping the frog absolutely rigid in its place. If, for any reason, these frog pins should be taken out of the plane, care must be used in replacing them to see that the tapered holes come in line with the points of the frog clamping screws.

Current News of Hardware Trade

Appointed Sales Manager.

The Remington Arms—U. H. C. Co., New York, have established a new sales manager for their Canadian business in the person of J. H. Ross, whose office will be Room 604 Standard Bank Building, Toronto.

C. C. Lee Injured.

Goderich, Ont.—C. C. Lee, hardware dealer, and proprietor of the Summer House, was seriously injured in an automobile accident. Mr. Lee, accompanied by his wife, was driving at a good rate when he lost control of his machine, and turned turtled into a ditch. Mrs. Lee escaped with minor injuries, and her daughter, Marion, who was pinned under the machine was only slightly hurt, but Mr. Lee had five ribs broken, was injured internally and received a bad shaking up.

Big Demand in West.

F. W. Hollingsworth, sales manager of the Ontario Lantern & Lamp Co., Hamilton, is on his annual trip to the coast inspecting the branches of the company.

He writes that the present season bids fair to be the best the West has ever had in all branches. He finds buyers placing orders freely and for larger quantities than in past years,—prompt deliveries being seemingly the most insistent demand of the buyer.

Death of J. B. Allen.

Toronto, Ont.—The death occurred here of Joseph B. Allen, who was in the hardware business on King street east for a great many years, being head of the firm of Ross and Allen. Mr. Allen was born in Carlisle, Cumberland, England, seventy-one years ago, and came to Canada when about eighteen years of age. He had been a resident of Toronto for over half a century at the time of his death. He succeeded to the business in King street on the death of his wife's father, the late Mr. John Mead, and on his retirement the business was carried on by his son-in-law.

No American Competition.

Winnipeg, July 31.—In view of the recent reduction in the duty on cement, tenders for cement just opened by the city council are thought remarkable. Last year the Lehigh Portland Cement Company tendered and received the contract, their price of $2.10 per barrel net being the lowest received. This year the lowest tender came from the Canada Cement Company, which agrees to deliver from 15,000 to 25,000 barrels at $2.40 per barrel, including sacks. This works out at approximately $2.25 per barrel net.

Tinsmiths Form Union.

Moose Jaw.—At a meeting of Moose Jaw tinsmiths in the Oddfellows Hall, a trades union was formed. Meetings will be held every two weeks. About thirty members were present at the meeting. The number of the local lodge is 414.

Burglars at Work.

Sault Ste. Marie, Ont.—Robbers played havoc among the Soo merchants last Saturday night or Sunday morning and got away without leaving a clue for the police to follow. The places visited by the burglars were the premises of Howard Best, dry goods merchant; Fulton's hardware store, and the Soo Hardware Company. The Soo Hardware Company's premises were entered by prying off the steel bars that protected a rear window. A quantity of small hardware, such as rifles, pocket knives, safety razors, steel tapes, etc., were taken. The safe showed signs of having been tampered with, but the men were unable to open it. At Fulton's Hardware, wrenches, razors, screw drivers, etc., are missing.

Personal Notes.

A. D. Kennelly, of McClary Mfg. Co., Toronto, is holidaying at Muskoka Lakes.

John F. Hemmenway, of Smith and Hemmenway, New York, is in Montreal on a short visit.

J. L. Reade, of the Kennedy Hardware Co., Toronto, is on a two-week holiday at Bobcaygeon, Kawartha Lakes.

W. F. Kelly, the Ontario representative of the Canadian Tungsten Lamp Company leaves for an extended yachting cruise through the Thousand Islands and lower St. Lawrence. He expects to be absent two or three weeks.

Business Changes.

Rostburn, Sask.—Mattock and Chambers have disposed of their hardware stock to Mansell Bros.

Carnduff, Sask.—Sparling and Shore, hardware dealers, are negotiating the sale of their business.

Trail, B.C.—H. A. Klinefelter has purchased the stock of paints of the Trail Hardware Co.

Stoughton, Sask.—A. L. Halley, formerly of Three Hills, has purchased the hardware and furniture store of Doull and Banbury.

Outlook, Sask.—The Reid Hardware Co., have taken over the hardware business of J. C. Neff, one of the pioneer business men of this place. Fred S. Reid, who for some time traveled for Peart Bros., of Regina, will have the management of the business. The new firm has taken possession. Although Mr. Neff has disposed of his hardware business, he announces that he will remain in Outlook.

New Retail Firms.

Winnipeg.—C. Cook has started in the tinsmithing business here.

Prince Albert, Sask.—Curry Bros. have started in the plumbing business here.

HARDWAREMEN HELPING IN SWATTING CAMPAIGN.

Montreal, July 24.—Nearly two million flies have met death in the city during the week, according to the official count. This, it must be remembered, does not include the many hundred which meet death owing to the skilled swats of the many bald heated men. It is merely an estimate of the flies brought to the Star office, that they may be counted in the three weeks' campaign which the Star is conducting.

These flies have met their end by various means—most of which means are sold by hardwaremen. A number of these dealers have entered into the contest—not by joining the swatters, but by displaying the means of swatting. M. Philbin, on St. Catharine street, has devoted an entire window to a display of the various exterminators. In this are shown fly papers, pyramids, the wire contrivances which enable the clearing of a room of flies in short order; these and screen windows which keep the germ carriers from gaining entrance to the house. The display is attractive and seasonable, and is bringing direct sales, and indirect ones by making the store attractive.

Editor's Note.—In many cities fly-swatting campaigns are being conducted. This, is undoubtedly a splendid opportunity for the hardwareman to work up large sales in the goods required for swatting purposes.

Weekly Market Report --- Metals

METAL NOTES.

Shortages are noted in many lines. Lead is particularly scarce but it is also difficult to obtain soil pipe, iron pipe and galvanized pipe.

Metal men say that the shortage is likely to become more acute in the fall.

Tin has regained strength on the primary markets.

MONTREAL.

Montreal, August 1.—A scarcity of lead, which has existed for weeks, becoming more acute as the days have passed, is causing a good deal of anxiety here. Other metals are perhaps high in price. But they are to be secured. Lead, however, is exceedingly scarce. Nor is there a great deal in sight. The English dockers' trouble has made it almost imposible to get this metal out, and what little there is coming is eagerly snatched up.

No price changes locally have been noted, but some are promised. It was stated last week—indeed in the issues of several weeks back—that the present would be a good time to lay in supplies of soil pipe and iron pipe. Those who have acted upon this suggestion have reason for a feeling of thankfulness today. They have a supply at a time when many dealers are experiencing difficulty in getting their orders filled.

Prices Sure to Advance.

Soil pipe especially is scarce. The demand has been large, and the production does not seem to have been sufficient to meet this. A big shortage threatens. Prices are certain to advance shortly. What the new figure will be cannot be stated yet.

Iron pipe, too, is scarce. Here also there promises to be a shortage, and an advance in prices is expected. The higher cost of raw material, and the advance in prices in the United States, makes this seem practically certain. The rise will likely be one of about five per cent.

Galvanized pipe also is scarce, as are galvanized sheets. Indeed the scarcity of material is the only worrying feature of the present market. The high prices do not seem to be hurting business at all. Indeed the orders are piling in. The trouble is to fill them.

Plan Your Work, Then do Opposite.

Tin:—"I am coming to think," remarked one metal man on Wednesday, "that the best way to act with regard to tin is to figure out what the metal will do, and then do the exact opposite. For some time now it has been acting in the most amazing style. Take the present time for example. A decline starts. The Banca sale is coming along and it seems that the syndicate, or interest, or whatever you choose to call it, is trying to force down prices in order to make a good buy. Then tin starts up again. The decline is all off, and though the sale is yet to come the market advances £9, regaining all that it had lost.

Undoubtedly this rapid change has left some handlers in rather a bad position, but it has made no change in prices locally.

Iron Goes Higher.

Copper:—The market is rather quiet. There has been a good deal of selling on the part of speculators, and prices have dropped, but these do not affect the local situation to any great extent. Stocks of this metal are good.

Lead:—There has been an advance on the primary market, which would be of some importance here if the question of supply were not of such gravity as to overshadow all other features. Nothing of any account is yet coming through from British Columbia, and shipments form England are still exceedingly poor.

Iron:—The market is high, Wednesday's quotation reaching 58s 6d. It is small wonder that the prices of some iron products are scheduled to advance.

TORONTO.

Toronto, Aug. 1.—Demand for metals and metal commodities continues heavy but as has been the case for some little time, trade is hampered by shortage of supplies in certain lines, and the bad feature is that situation is showing no improvement, but on other hand is even worse in some directions.

"As for metals," said one man this week, "I believe that money won't buy some lines this fall." If situation is accurately reflected in this statement, it would seem that, aside from high prices that seem probable in some lines, there is also the possibility of some articles being unobtainable. Sheets, bars and kindred lines appear to be the commodities in which this is most probable.

Attention was drawn by one dealer to fact that situation in regard to iron and steel is yearly becoming more acute. On all sides we see instances of iron and steel displacing other commodities in all kinds of building operations and while there has been an enormous increase in the use of these metals, production has not been showing a proportional increase. Such a state of affairs can only have one result and it is now becoming evident.

Lead.—It is the scarcity of this metal that is causing trouble at present time. Local supplies are far from adequate to supply the demand and to make matters worse shipments continue to come along very slowly. For instance one local man says he has had a shipment at the dock in London since June 26. Freight rates on lead are low as compared with foods and other commodities, and steamship lines naturally move the most profitable lines first.

Copper.—While there has been weakness in foreign markets, on this side of water a fairly strong front has been maintained. American producers say that as far as they are concerned, there can't be any concessions as they can't now supply the demand. While this metal is high compared with past year's level, still it is cheap when contrasted with 25-cent mark of a few years ago.

Tin.—Tin also has recovered a fair share of the ground lost recently. There appears to be a normal and even demand.

Plates and Sheets.—From present indications dealers would not go far wrong by securing their supplies of sheets now. Stocks are pretty well depleted and it seems as if there were a scarcity of developing in nearly all grades of sheets. Shipping troubles in England will not help to improve matters either.

Spelter.—There is little new to report regarding spelter. There is an appreciable demand but prices are unchanged.

Pig Iron.—Market continues firm. The big demand continually increasing is an important factor. Business is active and stocks not large.

WINNIPEG.

Winipeg, July 29.—Interviewed this morning as to the situation in metals, John McKechnie, president of the Vulcan Ironworks, said that the city generally was suffering from the difficulty of obtaining supplies. The supply of plate especially, of all kinds, was altogether inadequate to meet the rapidly increasing demand. He knew that sheet metal workers were greatly handicapped and that supplies of heavy metal, such as is used in his business were hard to get. "I hate to have to turn down orders," said Mr. McKechnie, "but it has to be done the way things are."

Copper and lead lines are very firm, but there are no further advances reported.

Weekly Market Report --- Hardware

ACTIVE MARKET.

The hardware market is undoubtedly enjoying an unusual degree of activity at the present time. All jobbers report that business has been exceptionally good and that there is every prospect of it remaining so.

A change in the basis of quoting steel wire nails is noted.

MONTREAL.

Montreal, August 1.—The one price change which has lent great interest to the market has been in rope, a rise of 1¼ cents being announced. That this change should come is not remarkable, seeing that raw material is high, the demand great, and the supplies low. It is interesting also to note that rope has not yet reached a price level as high as the average prices of recent years. That there will be other advances before many weeks pass is more than likely. Indeed this is a time when the buyers who expect a good demand for rope would do well to lay in their stock. They could have saved themselves a good deal by buying a few weeks ago. But there may still be time to get the benefit of a subsequent rise.

Business is keeping up well, although there are some lines which have become rather quiet. Still there is some call for sporting goods, but the heavy ordering in this line is over for a time. It is for fall goods that the large demand is being felt.

Seasonable Goods:—Still the preserving goods are being ordered largely. Small wonder, for the retailers are beginning to sell this class of goods to many stay-at-homes who are preserving the early fruits. The demand for this class of goods is for immediate delivery. Other orders, however, are for late fall lines, and no immediate shipment is needed. Weather strip is just starting to move. It is early, but many had trouble getting all the supplies they wanted last year, and they intend to lay in a stock early.

Lanterns are being largely ordered, though here too the deliveries are for the future. Horse blankets are being ordered, while there has been a surprisingly large demand for skates. That this should be so is remarkable in many ways. It is early—very early—for one thing. Then skates sold rather badly last winter, and it was thought the dealers would have such large left over stocks that they would not need new stocks. However, this was evidently not the case with all dealers.

Probable Advances.

Builders Hardware:—Large orders for this class of goods are now being placed. Architects are buying. So are individual builders. No further price changes have been noted.

Heavy Hardware:—Soil pipe, of course is a good buy at the present time. Those who do not order now are hardly likely to get all they want later on. Iron pipe too, might well be purchased. There is a great probability that the price of this will advance within a very short time.

Sporting Goods:—Summer supplies have been largely bought now. Balls are still wanted. Balls always are wanted while a game is being played. They are, so to speak, the cost of upkeep, while the glove, bat, racket, or club, is the initial cost.

No heavy demand for sporting goods, however, will now be felt until the fall games start. Another month and rugby goods will be selling. Dealers handling this line will have to place their orders shortly if they are to have the supplies for an early display.

Rope:—A variety of causes are responsible for the advance in rope, but this subject is treated at greater length elsewhere. The new quotations are:—pure Manilla rope, 12½c; Sisal rope 9¼c; British Manilla rope 10c; and ball yarn single, 8½c.

TORONTO.

Toronto, Aug. 1.—Some encouraging and rosy reports are given out by hardware jobbers regarding trade conditions. A lull in business is not unusual at this season but this year trade appears to have been maintained particularly well.

As the seasons come and go, so must the lines in demand from the hardware dealer. Harvesting tools have been in prominence but now jobbers are finding only a sorting trade while threshing supplies are moving into the limelight. Interest is also beginning to be awakened in those goods which will be needed for the fall trade and even winter lines are being given some attention.

There are no important price changes but general steadiness is evident, being particularly marked in screws.

Farm Tools.—With harvesting now in full swing, retail hardwaremen are finding a good sale for all harvesting necessities, but the harvest of the jobbers in these lines is about at an end, although there are some sorting orders to be cared for.

We are now on the verge of the beginning of threshing anl supplies for these operations will shortly be called for and already retailers are anticipating their wants.

Seasonable Goods. — While trade in screens and screenings is now of a "pick-up" character, volume of business this year has been appreciable. The waging of the fly campaign more strenuously than ever has been responsible for marked activity in fly traps, swatters, etc. Retailer is now finding a good call for Paris green and associated lines.

Household Goods.—Preserving necessities are still holding a prominent position on the stage of demand. Dealers should push these lines while the time is ripe.

Builders' Hardware.—Building is progressing rapidly and a heavy demand for hardware is the result. Extensive building operations also indicate a good demand later on for various lines of finishing goods.

Heavy Hardware. — A change has been made in the basis in which steel wire nails are sold. Up to this time 4½ inch as well as 5, 5½ and 6-inch have been sold at the base price but list adopted by Canadian wire nail manufacturers puts 4½ inch. 5 cents above base price. Advance over base price on new scale of 3 to 3½ inch is 10 cents, on 2½ to 2¾, 15 cents, on 2 and 2¼ inch, 30 cents; on 1½ and 1¾ inch, 40 cents; on 1¼ inch, 65 cents, and on 1 and 1⅛ inch $1.

Market on screws is regarded as particularly firm, recent low figures have been caused by price war by United States firms that Canadian houses had to follow. A reaction is now looked for.

Sporting Goods.—This is the fag end of season for lacrosse and baseball goods but dealers are preparing for the fall sports. Bicycle and motor boat supplies and repairs are in demand.

WINNIPEG.

Winnipeg, July 29.—The demand for general hardware continues active, and the aggregate volume of business is large. The demand for farmers tools, machinery and repairs from country points is still heavy, and although building permits are now well on the road to $15,000,000.

Manilla rope has advanced ¼ of a cent, and there is fear of a short supply of binding twine to meet requirements. Recent wet weather will account for much heavier straw than was expected in late sown crops, and the requirements in the United States being unusually heavy.

The crop outlook is eminently satisfactory, and collections are fairly good for this time of the year.

Weekly Market Reports---Stoves

ACTIVITY STARTS.

The active fall season may be said to have begun. Shipments are being made now, particularly to the West, where there is a good demand.

Furnaces are booking briskly.

An all round record season is anticipated.

MONTREAL.

Montreal, August 1.—Travellers, what of the crops? That is the question which the heads of the manufacturing houses are asking. All business depends largely upon the crops, but especially does the stove industry thrive or shrivel according as the yield is large or small.

From what can be learned at this early date there seems little reason to doubt the future. The season has not been perfect. The early rains did some harm, but despite this the general verdict is that the yield will be large—larger than last year, unless some untoward circumstance arises.

The situation in the east is considerably different from that in the west. In the east crops are backward. The manager of one concern, who has just been on a tour of inspection, states that through Quebec crops generally are about two weeks late. The hay has been good, but grain is behind. The great part of this will not be harvested for some time.

Ahead in the West.

In the west, on the other hand, the crops are said to be ahead—two weeks ahead. That means that there is just that much less chance of frost.

On the whole the situation is satisfactory, and the manufacturers who are now on the threshold of their rush season, see every indication of a fine year—a finer one even than last.

Furnaces:—This line, from a state of comparative inactivity, has leaped into the spot light. Contractors want their furnaces at once, and dealers, who sell these to the small builders, are getting in their supply early. "We are receiving furnace orders by every mail," stated one manufacturer. "These call for immediate delivery. We are giving future datings for stoves, but not for furnaces."

Good Refrigerator Trade.

Refrigerators:—Activity in this line is not quite over, but the business is now largely in the hands of the retailer. A few sorting orders are being received, but these are getting fewer and fewer. The year, however, despite its cool start, and the cool weather which has followed that one excessively hot spell, has been a good one for refrigerators.

Kitchen Ware:—The demand for this class of goods is now exceedingly low. There have been no further price changes. Neither tin ware nor copper goods have taken new advances, and it is said that no such advances are to be expected within any short time.

Special Sales Bring New Orders.

Oil Stoves:—The call for these stoves started late, but has been keeping up well. Now, as the end of the season is approaching, many dealers are holding sales. The reduced cost of the stoves is attracting so many purchasers that supplementary orders have been necessary.

Ranges and Heaters:—Orders are being given, but many of these call for future delivery. There is a good deal of shipping taking place now, but the great rush will not start for two or three weeks. The heaters are evidently not wanted quite as soon as the ranges, delivery of these being specified usually for late August or even early September.

TORONTO.

Toronto, Aug. 1.—Last year was considered a record one in the stove trade. Now, when we hear manufacturers predicting even greater things for this year, we can glean an idea of volume of demand that can be expected. General prosperous conditions exist throughout Canada and with large increase in population, a big demand for stoves appears in order.

The West is already calling for shipments to be sent forward. This is as manufacturers would like it because it will remove to some degree possibility of freight congestion when rush season commences. Ontario dealers, especially in near districts, while holding back somewhat, are nevertheless displaying interest.

Coal Ranges:—With the family almanac indicating that summer is still with us, interest in stoves for fall trade is developing rapidly. Dealers are already booking, and everything points to a big fall trade. Fall shipments are already beginning to go forward to the West, from which direction demand for ranges has been heavy. There is also a good demand for stove accessories.

Furnaces:—With the healthy strides that building trade has been making, dealers are looking forward to a good season in furnaces. It looks as if manufacturers would be taxed to full limit. At least, certain of them believe it will be so. Along with furnaces will come a corresponding demand for radiators.

Gas Stoves:—This has been an excellent gas stove year. Increasing number of apartment houses in the cities has accounted for no little portion of this. Major part of summer business has, however, been reaped, but there is still a considerable volume of sorting orders.

Oil Stoves:—Even those people who in their city homes use gas stoves must fall back upon the oil stove when they betake themselves to their summer residences. There has been an appreciable business since early summer and demand even now is of fair volume.

WINNIPEG.

Winnipeg, July 29.—There was a very satisfactory business done in ranges during exhibition week, and several large orders were placed during that time for cooking and heating apparatus for delivery later before the chilly fall weather begins to intimate to customers that winter is near at hand.

Within the city limits all houses now going up are equipped with steam or warm air furnaces, and the work of installation is now going on and will increase during the next two months.

There is an increasing interest in gas and electrical cooking apparatus wherever conditions favor their utilization.

BINDER TWINE SHORTAGE.

Reports from the West are to the effect that there is shortage of binder twine developing. The demand has been exceptionally heavy this year.

In the eastern provinces, the season has been a brisk one, but the companies have been able to supply all demands.

WHITE LEAD FAMINE.

Winnipeg, Man.—There is a white lead famine in the west. The grinders report that they have practically none on hand and earnest efforts are now being made to secure fresh supplies.

CLEANED OUT REFRIGERATORS.

Ottawa, Ont.—The Central Hardware Company, Ottawa, held a special sale of refrigerators last Saturday, a 20 per cent. discount being given. As a result of the sale the remaining stock was almost cleaned out, and many other lines, such as preserving goods, moved well.

Methods of Retailing Paints and Varnishes

Paint Posters Are Good Salesmen

Dealers Should Make Use of the "Helps" of This Kind Supplied by the Manufacturers—A Poster Catches the Eye in the Store and Directs Attention to the Stock—Why This is Necessary.

Since the electric sign was first exploited as a means of advertising, the main streets of the big cities have been converted into pretty fair imitations of the "great white way." All prominent firms more or less have recognized the value of the electric sign as an advertising medium. They spend thousands of dollars each year in the operation of a lighted sign that they know will catch the eye of the evening crowds. That is the reason for the popularity of the electric sign. It is sure to catch the eye. When the darkness overhead is suddenly broken by a flashing representation of a waterfall, depicted by lights of many colors, followed by a glowing (literally speaking) tribute to Blackstone drinking water, (or some such commodity), the words outlined in incandescent lights, the eye is irresistibly attracted.

One of the primary objects of advertising is to catch the public eye. "Copy" is prepared with that object in view, posters are made as picturesque or sensational as possible with the same purpose and the merchant arranges his windows and goods in the way that he believes will be most likely to arrest the eye of the prospective customer.

Which brings us to the main theme of our discourse. It pays the dealer to so arrange his paint department that it will catch the eye. Nay, more, it is imperative that he should do so. If he is anxious to boost his sales, he must see to it that the stock is plainly in view—so plainly that none will miss it.

So much has been said on the score of paint that it is hardly necessary to point out why it is that paint must be featured. Every dealer recognizes that necessity now. With few exceptions, hardwaremen are displaying an intelligent interest in their paint departments and are reaping bigger and better profits than ever before.

There is a growing demand for paint, brought about largely by an awakening appreciation on the part of the public of the value of paint and fostered by the wide-spread and forceful advertising of the manufacturers. The dealer, therefore, finds the normal demand both steady and large. There are still, however, vast new fields to conquer. The demand has not yet by any means approached the maximum. There are hundreds of property owners in every locality allowing their houses to prematurely depreciate through lack of paint. Statisticians inform us that only a small percentage of paintable surfaces have felt the touch of the painters' brush. Ignorance and neglect are the two causes which conspire to thus limit the output of paint.

The property owner who neglects to use paint does so through a common form of carelessness. He has not troubled himself to get the facts. He does not know that by neglecting to protect his property, by the application of paint, he is losing money hand over fist. If that idea ever got under his thick crust of carelessness, he would make a bee line for the hardware store. It is most distinctly the duty of the dealer, therefore, to drive that idea home.

There are numerous ways of doing it. One of the most effective is to have something to do with paint catch that man's eye every time he enters the store. It will set him thinking. **Follow it up** with a talk or two and give him some literature and before long he will be a firm paint believer.

Now, to direct the eye of every customer to some one part of the store is not, after all, the hardest thing in the world. The manufacturers have solved that problem. It is not always sufficient to keep the stock in a prominent place and attractively arranged. A store on Broadway may be prominently situated and modernly fitted up, but it needs something else to catch the eye; and the electric sign solves the difficulty. The paint department may be thoroughly up-to-date, but it needs something else; and that is where the manufacturers' lithograph comes in. A bright colored and attractively printed hanger will attract attention inevitably. In the opinion of the writer, a paint department is not complete unless it has one or more of these selling helps prominently displayed.

A GOOD SALESMAN.

The accompanying illustration shows the good use made of a manufacturer's "help" in the Bond Hardware Co., Guelph. Placed near the front of the store the poster catches the eye of every person who enters. It becomes, therefore, a good salesman.

The electric sign was devised when big business firms discovered that they must adopt unusual measures to "catch the public eye." It compels attention. And so, in the store, the merchant must devise unusual means to direct the eye of the customer to the particular line of goods that they will be interested in. The illustrated poster or hanger is the best means that he has at his disposal to accomplish that purpose.



Everybody Sees It.

The accompanying illustration shows the good use of a lithograph made in the store of the Bond Hardware Co., Guelph. The rack, with the poster above, is placed near the front of the store and everyone who enters sees it. There is no getting away from that fact.

There are a large number of dealers who make a little or no use of the "helps" supplied by the manufacturers. Posters and hangers are not put up or are allowed to flap disconsolately from a rear shelf or post. This is a mistaken policy, for the hanger has a distinct business value. It is a salesman of considerable merit, a salesman who is not on the pay roll. Why not give it a chance?

Scarcity of Lead Affects Paints

There Does Not Seem to Be Any Possibility of Increased Supplies of Pig Lead—This Will Not Seriously Threaten the Paint Industry But it Means That the Price Will Remain High.

So serious has become the shortage of lead that the paint men are worrying a little as to the future. They have been reviewing the situation, trying to see just what is the cause of the present high prices and low stocks. From what they find they have attempted to draw conclusions. These conclusions, as far as can be learned, are that the scarcity will not threaten any paint industry, but that it will continue to a certain extent and will help keep the price of mixed paint high.

The history of lead, as it has been reviewed by the paint men, is one of many changes. The present price, however, is not by any means the highest that has been attained. The present £18 15s. is low as compared with £24, the average figure for 1856.

Control Made Possible.

In 1872, also, lead rose to £22, but in 1885 the bottom fell out of the market. Pig was sold for £10. But the low figure brought unexpected results—not all at once, for the price in '93 fell still lower—but still this decline made possible the control of the market, for which certain interests had long been struggling.

Lead had been plentiful. In England alone there were reserves of 60,000 tons, and 30,000 tons were known to be held in the States. Small wonder that prices were low. But this low-priced lead of the late '80's and early '90's—low-priced because of the large supplies—caused those very supplies to diminish. Lead was so low that it could not be mined profitably in Spain. Trouble in Mexico prevented any mining there. So a large part of the supply was cut off, and a call began to be made on reserves.

These dwindled, and finally the reserves in England fell to 600 tons. That was nothing compared to the reserves which had existed. It gave the manipulators their chance to get control of the lead market, and they were not slow to grasp the opportunity.

No Likely Decline.

The higher prices which have resulted, have of course, made it profitable again to mine in Spain, and in Mexico too, operations have been resumed. But still there is little likelihood that a large reserve will pile up again—at least not for some time. The syndicate is powerful for the time, and will see that the market is not flooded.

So it seems that prices will not fall very far, if indeed they fall at all. Of course the present starved condition is partially the result of the English dockers' strike, which has prevented shipments reaching here from England; but even without this trouble the prices would have been too high.

SALESMEN'S CONVENTION.

The Salesmen's Convention of Robert Ingham Clark & Co., varnish makers, of London, Paris and Hamburg, the Associates of Pratt & Lambert Inc., varnish makers, was held at the firm's headquarters, London, England, July 30 to August 1, inclusive.

Bringing together the representatives of the four main factories and offices of Robert Ingham Clark & Co., at London, Paris and Hamburg, as well as those of their branch houses in the Australian Colonies, New Zealand, Japan, China, South Africa and India, this Convention was indeed cosmopolitan in its scope.

The Convention was opened by the roll call, followed by an address of welcome by the chairman, F. W. F. Clark managing director, after which W. H. Andrews, president of Pratt & Lambert-Inc., delivered a short address.

Those who talk of the conservatism of John Bull and the continent, would find it interesting to look over the program of this convention.

The following topic taken from the program were typical of the many which were discussed during the convention:—Closer co-operation of representatives, with the office and the works; System of dealing with inquiries and sample orders; Advice of building contracts, and how they should be followed up; Advertising; Limitation of Credits; Complaints.

Besides the discussion of important questions, the program included a trip through Robert Ingham Clark & Co's. London Plant, where practical demonstrations of different goods were given by the works manager, and examples of finished work inspected.

During the convention, prizes were awarded the winners in the three sale men's competitions—the general results competition, the specialties competition, and the estimate competition.

In the general results competition, the results are based on the all round efficiency and gain in efficiency of the man—on the percentage of the sales, which it is estimated that he should make, that he attains—on his increase in sales over the previous year—on the amount of his total sales—on the percentage of his bad debts—on the number of new accounts which he opens, etc. There are three prizes in this competition.

The results in the specialties competition are based on the highest total sales in gallons of certain specialties, which it is particularly desirable to push.

The estimates sales competition is really not a competition at all. It is called a competition because it is an incentive—the idea is that every man who attains the amount in sales, that it is estimated he should make, is given a sum of $50.

The convention was not devoid of its social features—every day of the convention saw "play time" as well as its work. To top it all off, the convention ended with a river trip down the picturesque Thames on the steamer "Royal Thames," and a banquet long to be remembered, at the celebrated Tagg's Thames Hotel.

IMPROVEMENT NOTED.

Cleveland, O., July 30.—The Iron Trade Review to-day will say:—The iron and steel market, in nearly all finished lines, is in the hands of the sellers, the question of deliveries being the paramount issue rather than price. Finished lines are steadily advancing and premiums are being paid for prompt deliveries. Semi-finished steel is scarce and higher. The plate market is deluged with new tonnage and new inquiries, while specifications are heavier than in June, the record month. Light rails have been advanced and sheets and tin plate are higher. Steel bars are at a premium. Structural material makers are four and five months behind on deliveries.

There is a marked improvement in the tone of the pig iron market. Inquiries have been more numerous with larger sales. The extreme scarcity of basic and Bessemer pig iron is becoming more apparent. A small sale of Bessemer was made this week at $14.50, valley, for prompt shipment.

Step in with the Maple Leaf Fall Painting Campaign?

We are advertising to the consumer this fall—plans all laid now—to do Fall Painting. Why? Woodwork is drier—less daily rain—cool fall weather better than summer heat for new paint. You help our campaign along, because the successful results with M L Paint will help you with the local decorator and consumer.

Have you a full stock of M L Paint, M L Elastilite, M L Floglaze, and M L Flat Wall Color?

IT HELPS YOU!

Our line carries with it our help in selling as well as the high quality in all our products that helps you. Every cent's worth is sold by retailers. We turn over hundreds of dollars in business to our trade, opened up by us from correspondence started through our advertising.

If you do not carry our Maple Leaf Line.

WRITE US NOW

The Answer To The Paint Question

The Paint Question hinges on quality. Paint Service must be given by paint sold by the retailer. Poor paint hurts his sales. We know one **right** answer—handle the Maple Leaf Line. This M L Line has the quality in it that carries trade growth for the retailer. Backed by our Guarantee

M. L. Paint is the best and purest oil paint, ready mixed with high-grade pigments perfectly ground. Good covering power — high protective and lasting power — handy size tins for local trade of every class.

M. L. Floglaze is hard, weather-proof and wear-proof. A ready-to-use finish for floors, w a i n s c otings, implements, furniture, buggies, etc., indoors and outdoors. No limit to its uses. Easy to apply. Send for cards.

M.L. Flat Wall Colors An excellent finish for plaster interiors. Easily applied. Many shades. Shows no brush marks. Flat finish. Can be washed. Helps the retailer sell material for interior decoration.

DECORATIVE AID TO HELP YOU GET BUSINESS

This department gives dealers free help in color schemes, with stencils for sale, etc. It also turns over local business to dealers, helping their sales. Questions answered about paint problems. All help free to M. L. Retailers. Color Cards, Samples, etc., free to Retailers. Write now. Help to push Fall Painting.

IMPERIAL VARNISH & COLOR CO., Limited
TORONTO (6-24 Morse St.)
Winnipeg Branch: 108 Princess St.
Vancouver Branch: 365 Water St.

HOT WEATHER SERMONS

Short sermons are the most popular kind in August weather.

Our sermonette for to-day is

Lowe Brothers' "High Standard" Liquid Paint spreads easier—uniformly covers more surface—wears better and retains that look of newness longer than any other paint on the market.

We have been making this assertion for nearly fifty years. Only the truth will bear this repetition.

Lyon-Monkhouse Limited
Salter and Flora Sts., Winnipeg.

Lowe Brothers LIMITED

TORONTO
Dayton New York
Kansas City
Boston Chicago

Weekly Market Report --- Paints

PAINT NOTES.

The chief feature is the scarcity of lead, which is affecting the situation in regard to paint.

Linseed oil has dropped in price both in Montreal and Toronto, at the latter point 4 cents.

There is a splendid demand noted in all sections, and there do not seem any signs of the usual summer slump.

MONTREAL.

Montreal, August 1.—Though there have been a few minor changes in prices this week, the vital interest in the market relates more to the scarcity of pig lead, which is making the work of manufacture difficult. The manner in which the demand is keeping up is also worthy of especial note.

Oils are the materials in which fluctuations of price are noted. Linseed is generally quoted at 2c lower than last week, although still there is no great desire manifested on the part of manufacturers to sell this. Turpentine is off a cent. No great reason for this drop is apparent.

Generally the volume of orders is remarkably large. Many calling for July delivery are still unshipped. The rush has been so great that the shippers have been unable to keep up. From now on, of course, there will be a little quietness, but every indication seems to be for a heavy Fall business.

Linseed Oil.—The drop in prices to 95c and 98c has been brought about largely because of the better supply of flaxseed. There is still a good deal of this rolling from the West. More than 50 cars have passed through Winnipeg this week, a remarkable number for this season.

The coming crops give promise of being larger than those of last year, and from present indications they will be of better quality. This means that Canada will have flax to export in large quantities, and will tend to keep prices moderate.

But it must be remembered that a good crop in Canada does not mean everything as far as Canadian prices of oil are concerned. The shortage of flaxseed has not been local. It has been a world's shortage. For years Canada has grown more flax than is needed for domestic consumption. The amount available for export this year will, therefore, only do so much in relieving the general shortage. It will only do a small part in bringing prices to a lower level.

Future Uncertain.

That there will be any great drop in the price of linseed does not seem likely. Indeed, when the Plata and Indian crops are unknown, it is far from certain that there will be a drop at all.

Turpentine.—The fall to 66c. is really of little importance. It indicates a fluctuation of the market at Savannah and nothing more. This drop can not be taken as indicative of future movements.

White Lead.—Still the pig is exceedingly hard to get, even at the high price being asked for it. The corridors, therefore, and the paint manufacturers generally are having a difficult time. The trouble with lead seems to be that a syndicate has finally got firm hold of the market, and as well as holding up the price, is holding down the supply.

Old Mines Producing Again.

Some of the Spanish mines, which have been idle owing to the low prices obtained for lead, are starting production again; but they will not add enough to the world's supply to bring down prices much. The syndicate will see to that.

Prepared Paints.—Only the continued large demand need be noted here. There have been no price changes, and the likelihood of any price change is remote.

Glass.—Still the situation in Belgium is somewhat unsettled, and still local handlers are uncertain about future prices. These will hardly be dropped, and there is a good possibility that an advance will be necessary. Stocks are none too large, but the handlers are hopeful that they will secure their new shipments in time to prevent any serious shortage.

TORONTO.

Toronto, Aug. 1.—Trade does by no means follow set lines. For instance, this is usually a slack season in paints, and in face of this fact paint firms are extremely busy, many of them being unable to catch up with orders.

Linseed oil has supplied the only news item as far as price changes are concerned, another drop of 4 cents having been registered. English market has been weak. White lead continues extremely scarce and firm. It is not so much a matter of price just now as of getting the goods.

Linseed Oil.—Linseed oil has taken another slump, this time a 4-cent drop being registered which brings local prices down to 96 cents for raw and 99 cents for boiled. As reported in last issue, English market has been weak, and easiness has been reflected in local values. It can truly be said bottom has dropped out of market, a total decline of 12 cents having taken place in less than a month. Approach of new season weakened holder's ideas in England, and pulled down prices there. Opinion is still expressed by certain of local trade that prices are going lower than conditions warrant.

White Lead.—There has been little or no relief to scarcity existing in white lead on this market, nor can acute situation be expected to be cleared up for some little time. Demand is heavy, and dealers are far behind in orders. Although at a high price now, market is firm, and there are those dealers who are inclined to believe that further advances may develop without there is some change in situation.

Turpentine. — Turpentine market is steady at 67 cents. Steady to firm feeling is reported from Savannah.

Glass.—A seasonable trade is being done in glass. Greater activity is expected to develop as season advances. Even at present time there is no over plentitude of glass, and steadiness seems apparent. If trouble should break out in Belgium, prices are certain to jump. There is unrest in that country, but only time will tell the tale. One instance is given of a retailer who has put in enough glass to last him until next spring. He, at least, must expect a steady market.

Paints.—A brisk demand features the paint trade at this, a season which is generally looked upon as a rather quiet one. Most firms report that they have yet to catch up with orders. "Particularly is the city demand good," said one man this week. "There being a lot of building, which means a demand for paint."

Gasoline.—Motor gasoline rests at the 22 cent mark. This is 5½ cents above price of last winter. Dealers say it has been too low in price all along. Will it go still higher? One man to whom this question was put said, "I am not looking for any further advances, at least in near future."

WINNIPEG.

Winnipeg, July 29.—The present season is no doubt going to sum up as the best ever known in the West, for those handling paints, oils and kindred lines.

Advances in white lead have not had any effect in reducing demand which is as brisk as ever, although the amount of work done this summer has been very large there is an immense amount in sight, and the daily list of permits for residences shows no signs of diminution.

Prospects for a good fall trade were never better.

TWO WHITE LEADS

BRANDRAM'S B. B. GENUINE WHITE LEAD

Made by the Brandram's process for practically two centuries.

It is the standard White Lead of the world.

By it others are judged.

It combines all the good points of the Old Dutch process, with scientific improvements by which the body and color are perfected.

ANCHOR DECORATORS' PURE WHITE LEAD

The base of which is made by the Old Dutch Process.

It is the best White Lead that can be produced by that method.

Next to the Brandram's process of corroding White Lead, there is none equal to the Old Dutch process.

BEFORE PLACING YOUR ORDER FOR WHITE LEAD, WRITE FOR PRICES AND FULL PARTICULARS TO

THE ONLY WHITE LEAD CORRODERS AND GRINDERS IN CANADA

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's, per lb..8 50 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c.; White Brass, 48c.; Metallic, 45c.; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Alluminoid, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c.; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. L 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co.—Magnolia, 25c.; Defender, 20c.; Mystic, 17c.; Kosmic, 15c.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 20	2 20
Heads, per 100 lb.	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ in.	9 50	9 00
" " 2 "	8 25	8 50
" " 2½ "	10 50	10 00
" " 3 "	12 00	12 10
" " 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge... 0 26
Rods, base ½ to 1 inch, round.. 0 22
Tubing, seamless base, per lb.. 0 25
Tubing, iron pipe size, 1 inch base 0 25
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 55 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.
Casting ingot	$19 00
Cut lengths, round bars, ⅛ to 2 in.	26 00
Plain sheets, 14 oz., 14x48 inches, 14x60 inches	28 00
Copper sheet, tinned, 14x60, 14 oz.	29 00
Copper sheet, planished, 14x60, base	36 00
Brazier', insheets, 6x4	28 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto
Canadian foundry, No. 1		19 50
Canadian foundry, No. 2..		19 00
Middlesboro, No. 3 pig iron	18 00	19 00
Summerlee, No. 2 pig iron	20 00	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles $ base	2 50	2 50
Common bar, per 100 lb.	1 90	2 05
Forged iron, per 100 lb.	2 05	2 20
Refined iron, per 100 lb.	2 15	2 30
Horseshoe iron, per 100 lb.	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

Cold Rolled Shafting.

9-16 to 11-16 inch	0 06
⅝ to 1 7-16 inch	0 05½
1 7-16 to 3 inch	0 65

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal.	Toronto
10 gauge	2 30	2 50
12 gauge	2 30	2 55
14 gauge	2 20	2 35
17 gauge	2 20	2 45
18 gauge	2 20	2 45
20 gauge	2 20	2 45
22 gauge	2 25	2 55
24 gauge	2 25	2 55
26 gauge	2 35	2 65
28 gauge	2 40	2 80

CANADA PLATES

	Ordinary, 52 sheets	All bright, 52 sheets	Galvanized— Apollo	D. Crown	Ordinary
18x24x52	2 90	3 70	4 45	4 45	4 35
60			4 70	4 70	4 60
20x28x80			8 90	8 90	8 70
20x28x80			9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 gauge, per square	5 00
26 gauge, per square	3 85
28 gauge, per square	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 gauge, American	3 85	3 50
28 gauge, (26 English)	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE

	List	Black	Galv.
¼-inch and ⅜-inch	$ 5 50	66 p.c.	51 p.c.
½-inch	8 50	71 p.c.	60 p.c.
¾-inch	11 50	75 p.c.	65 p.c.
1-inch	16 50	75 p.c.	65 p.c.
1¼-inch	22 50	75 p.c.	65 p.c.
1½-inch	27 00	75 p.c.	65 p.c.
2-inch	36 00	76½p.c.	66½p.c.
2½-inch	57 50	76½p.c.	66½p.c.
3-inch	75 50	76½p.c.	66½p.c.
3½-inch	95 00	75 p.c.	65 p.c.
4-inch	108 00	75 p.c.	65 p.c.

IRON PIPE FITTINGS

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 65 p.c., 7 and 8 in. pipe, 50 p.c. Light pipe, 60, fittings, 70 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00.

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15x24, $2; 18x30, $2.35; 18x36, $3.50.

HEATING APPARATUS

Hot Water Boilers—47 and 15 p.c.
Hot Water Radiators—45 and 15 p.c.
Steam Radiators—46 and 15 per cent.
Wall Radiators—40 and 15 per cent.
Specials—25 p.c.

OLD MATERIAL

Dealers' buying prices:	Montreal	Toronto
Heavy ocpper and wire, lb.	0 11	0 11¼
Light copper bottoms	0 09	0 09¾
Heavy red brass	0 10	0 10¼
Heavy yellow brass	0 08	0 08¾
Light brass	0 06	0 06¼
Tea lead	0 02¾	0 02¾
Heavy lead	0 02¾	0 02¾
Scrap zinc	0 03	0 04
No. 1 wrought iron	0 02	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08¾

LEAD.

	Montreal
Domestic (Trail) pig, 110 lbs.	5 50
Imported pig, per 100 lb.	5 50
Bar pig, per 100 lbs.	5 75
Sheets, 2½ lb. sq. ft., by roll	5 75
Sheets, 3 to 6 lb., ft.	6 00

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¾c. per lb. extra.

LEAD PIPE.

Lead Pipe and Waste, 15 per cent.
Caulking lead, 4¾c. per pound.
Traps and bends, 40 per cent.

SOLDER.

	Per lb. Montreal.	Toronto
Bar, half-and-half, guarant'd	0 27½	0 27½
Wiping	0 24½	0 25

SHEET ZINC.

5-cwt. casks	8 25 8 00
Part casks	8 59 8 50

SPELTER.

Foreign, per 100 lb.	7 50 7 25

TIN AND TINPLATES.

Lamb and Flag and Straits—
56 & 28-lb. ingots, 100 lb...$52 00 $50 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50
I. X., 14x20 base	5 50
I. X. X., 14x20 base	6 50

Bright Cokes

Bessemer Steel—

I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne

Dean or J. G. Grade—

I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—

XX, 14x56, 50 sheet bxs.)	
XX, 14x60, 50 sheet bxs.)	7 00
XX, 14x65, 50 sheet bxs.)	

Tinned Sheets.

72x30 up to 24 gauge, case lots	8 00	7 35
72x30 up to 26 gauge, case lots		7 85

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.
High Carbon, No. 9, $2.00 in cars.

Fine Steel Wire.
Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c.; oiling, 10c.; in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c.; in 1-lb. hanks, 25c.; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c.; packed in casks or cases, 15c.; bagging or papering, 10c.

Hay Wire in Coils.
$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

Galvanized Wire.
From stock, f.o.b. Montreal—100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55; 14, $3.15. In car lots straight or mixed.

Poultry Netting.
2-in. mesh, 19 w.g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

Smooth Steel Wire.
No. 0-9 gauge, $2.25 base; No. 10 gauge, 6c. extra: No. 11 gauge, 12c. extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra: No. 14 gauge, 40c extra: No. 15 gauge, 55c extra: No. 16 gauge, 70c extra. Add 60c for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c. spring wire $1.25, bright soft drawn 15c. charcoal (extra quality) $1.25, packed in casks or cases 15c, bagging and paperings 10c. 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles 25c. in 1-lb. hanks. 50c. in ½-lb. hanks, 75c., in ¼-lb. hanks, $1.

Wire Cloth.
Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

Wire Fencing.

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33 1-3 p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

Wire Rope.
Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ¾, $5, 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.

Galvanized	2 80
Plain	2 60

PAINTS, OILS AND GLASS.

Barn Paint.

In barrels, 1-gal. tins	0 80 0 85
In barrels, 5-gal. tins	0 80 0 85

Beeswax.

Per lb.	0 40

Chemicals.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

Colors in Oil.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb. irons	0 05

Enamels.
Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.

	Per lb.
French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" solder sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Perfection amber ground, No. 1230 0 13
Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c, ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	0 12
C	0 11

Paris Green.

	Montreal	Toronto
Drums, 50 and 100 lbs.	0 18¼	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20¾
" ½-lb. "	0 22½	0 22¾
Tins, 1-lb., 100 in case	0 21½	0 21¾

Paris White.

In bbls.	0 90

Pigments.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

Prepared Paints.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English"	2 00
Ramsay's paints, pure	1 70
Ramsay's paints, Thistle	1 40
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	
Jamieson's Crown and Anchor brand	1 60

Plaster of Paris.

Per barrel	0 30

Pine Tar.

Half-pint tins, per dozen	0 60

Putty.

	Standard
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders, in bbls.	2 75

Red Dry Lead.

Genuine, 560 lb. casks, per cwt	4 75	5 75
Genuine, 100 lb. kegs "	5 25	6 50
No. 1 casks, per 100 lbs.	4 25	4 25
No. 1 kegs, per 100 lbs.	4 75	4 75

Shingle Stains.

In 5-gallon buckets	0 75

Turpentine and Oil.

	Montreal	Toronto
Can. Prime white petroleum. gal.	0 14	0 13
U.S. Water white "	0 15½	0 14½
U.S. Pratt's astral "	0 19	0 16½
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.		0 22
Benzine, per gal. single bbls		0 20½
Pure Turpentine, single bbls	0 66	0 67
Wood Turpentine		0 60
Turpentine, second run		0 60
Linseed Oil " Raw	0 95	0 96
" " boiled.	0 98	0 99
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

Varnishes.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 20
" No. 1		0 95
" Union		0 90
Light oil finish		1 35
Gold size japan		2 00
Turps, brown japan		1 60
No. 1 brown japan		1 10
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 75

The maximum of profit in your Paint Department can only be obtained by handling a clean-cut, stock of quality paints, backed by the manufacturer's forceful co-operation in direct support of the dealer.

Minerva Paints and Paint Specialties

The Famous British Brand

have proven a fast-moving, satisfactory and profitable line to handle wherever featured. There is no skimping in the measure put in every "Minerva" Can. Full Imperial Measure every time—not wine or short measure.

Investigate our proposition. It will pay you well.

Ask any Minerva Agent.

PINCHIN, JOHNSON & CO.
(CANADA), LIMITED.

377-387 Carlaw Ave., TORONTO

Established in England in 1834.

WINNIPEG—Pinchin, Johnson & Co. (Canada) Ltd. 128 Princess Street.

REGINA—Peart Bros. Hardware Co., Ltd., Distributors for Southern Saskatchewan.

SASKATOON—The Saskatoon Hardware Co., Ltd., Distributors for Northern Saskatchewan.

CALGARY—The Western Supply & Equipment Co., Ltd., Distributors for Southern Alberta.

EDMONTON—The Western Supply & Equipment Co., Ltd., Distributors for Northern Alberta.

VANCOUVER—Wm. N. O'Neil Co., Limited, Distributors for British Columbia.

(N-13)

HOW ABOUT YOUR PAINT OIL DEPARTMENT?

If you could find a way to increase the profits in your paint oil department you would at least investigate it, wouldn't you? Then why not take the time NOW to increase your paint oil profit by investigating the

BOWSER PAINT OIL SYSTEM

We have installed systems for many of your fellow merchants—it pays them—it will pay you.

You can get one outfit or a dozen, just as your requirements demand. You don't have to invest much money but you get enormous returns.

The Bowser not only prevents all waste and over-measure, but it gives your store tone and attractiveness. It draws trade because you can give better service and cleaner oil. The pumps measure the oil directly into the customer's can—no measures nor funnels. It computes the charge and counts the gallons.

Send a card to-day for free book No. 15.

S. F. BOWSER & COMPANY, INC., TORONTO

66-68 FRASER AVENUE

For Twenty-seven Years Manufacturers of Self-measuring Pumps, Gasoline and Oil Storage Systems, Dry Cleaning Systems, etc.

Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish.	2 50
Canada Paint Co.'s sun varnish.	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Ltd. "Gold Medal," in cases	2 25
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 65
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	6 00
Pure white shellac varnish, in barrels	1 75
Pure orange shellac varnish, in barrels	1 60
No. 1 orange shellac varnish, in barrels	1 30

Window Glass.

Size United Inches.	Double Star	Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 25 p.c.
Montreal prices, no discount.

Size United Inches	Star
Under 26	$ 3 05
26 to 40	3 25
41 to 50	3 65
51 to 60	3 90
61 to 70	4 15

White Lead Ground in Oil.

	Montreal Per 100 lb.	Toronto
"Anchor," pure	7 65	7 80
Brandram's B.B. Genuine	8 65	8 80
C.P.C. decorators, pure	7 65	7 65
Crown and Anchor, pure	7 65	7 80
Elephant Genuine	7 90	8 05
Essex Genuine (Windsor)	....	7 40
Island City Decorators' pure	7 65	7 80
Lily Pure	7 65	7 80
Moore's Pure White Lead	....	7 80
Monarch (Windsor)	....	7 90
Munro's Select Flake White	7 90	8 05
Purity, C.O. Co.'s Ltd	....	7 50
Ramsay's Pure Lead	7 65	7 80
Ramsay's Exterior	7 40	7 55
Sterling Pure	....	7 80
Tiger Pure	7 65	7 80

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

White Zinc (Dry)

Extra Red Seal, V.M.	0 07½

White Zinc in Oil.

Pure, in 25-lb. irons	0 10
No. 1 " "	0 07
No. 2 " "	0 06¾

Whiting.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE.

Adzes.

Carpenters', per doz.	12 50	14 00
Plain ship "	18 00	22 00

Axles and Hatchets.

Single bit, per doz.	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	5 00
Barrell hatchets	5 50	6 85

Anvils.

Buckworth, per lb.	0 10¼

Ammunition.

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 60, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c, 90 days net.

Ordinary drop shot, AAA to dust, $7.50 per 100 lbs., net list.; cash discount, 2 per cent. 30 days; net extra as follows, subject to cash discount only; Chilled, 40c; buck and seal, 80c; no. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

Augers and Bits.

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40

Jennings' Gen. auger, net list.
Tobin High Speed Bits, 50 and 10.
Tobin Never Choke, 60 and 10.

Barn Door Hangers.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 00
Double strap hangers, dozen sets	....	6 50
Standard jointed hangers, dozen sets	....	6 45
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	6 50
Sovereign	....	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.). 3 25

Barn Door Latches.

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

Bells.

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

Belting.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10.
Agricultural, not wider than 4 in., 75 per cent.
Lace leather, per side, 80c; cut laces, 85c.

Bird Cages.

Brass and Japanned, 40 p.c.

Bolts and Nuts. Per cent.

Carriage Bolts, common, new, $1 list.
Carriage Bolts, ⅜ and smaller 70
Carriage Bolts, 7-16 and up
Carriage Bolts, Norway Iron ($3 list) 60
Machine Bolts, ⅜ and less 60, 10 & 10
Machine Bolts, 7-16 and up 60
Plough Bolts 55, 5 & 10
Blank Bolts 60
Bolt Ends 60
Sleigh Shoe Bolts, ⅜ and less 60 and 10
Sleigh Shoe Bolts, 7-16 and larger 55 and 05
Coach Screw, new list 7
Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts, 80.

Building Paper, etc.

Tarred Slater's paper, per roll	0 70	
O. K. paper, No. 1, per roll	0 75	
O. K. paper, No. 2, per roll	0 70	
Plain Fibre, No. 1, per 400 ft. roll	0 45	
Plain Fibre, No. 2, "	0 27	
Tarred Fibre, No. 1, per 400 ft. roll	0 55	
Tarred Fibre, No. 2 "	0 35	
Tarred Fibre Cyclone, 25 lb., per roll	0 55	
Dry Cyclone, 15 lbs.	0 45	
Plain Surprise, per roll	0 40	
Resin sized Fibre, per roll	0 40	
Asbestos building paper, per 100 lbs.	4 00	
Heavy straw, plain and tarred, per ton	37 50	
Carpet Felt, per 100 lbs.	2 50	
Tarred wool roofing felt, per 100 lb	1 80	
Pitch, Boston or Sydney, per 100 lbs.	0 70	
Pitch, Scotch, per 100 lbs.	0 65	
Heavy Fibre, 32' & 60', per 100 lb.	3 00	
2 Ply Ready Roofing, per sq.	0 70	
3 Ply Ready Roofing, per sq.	0 95	
2 Ply complete, per roll	1 15	
3 Ply complete, per roll	1 35	
Liquid Roofing Cement, bris., per gal.	0 15	
Liquid tins Cement	0 20	
Crude Coal Tar, per barrel	3 50	
Refined Coal Tar, tins, per doz.	1 25	
Refined Coal Tar, per barrel	4 50	
Shingle varnish, per barrel	4 50	
Caps, per lb.	0 06	
Nails, per lb.	0 05	
Mop cotton, per lb.	0 15	

Butts.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 per cent.

Cement and Firebrick.

Canadian Portland, bags, per bbl.	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement, in wood	....	3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton	....	5 50

Chalk and Pencils.

Carpenters Colored, per gross	0 65	0 80
" lead pencils, p. gr	2 40	6 75

Chisels.

Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

Chain.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack-chain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

Churns.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

Clamps.

Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

Conductor Pipe.

2 inch, in 10 foot lengths				3 30
3 "	"	"		4 00
4 "	"	"		5 28
5 "	"	"		7 28
6 "	"	"		8 80

Cotter Pins.

Cotter pins, 90 p.c. Montreal.

Copper and Nickel Ware.

Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 & 5 p.c.
Copper pitts, 30 and 5 p.c.
Foundry goods, hollow ware, 45 p.c.

Door Knobs.

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

Door Sets.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

Door Hangers (Parlor)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

Door Springs.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

Draw Knives.

Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80

Drills.

Bit stock drills, 2-32 in., doz.	0 67

Escutcheon Pins.

Steel, discount 50 per cent.
Brass, 55 per cent.

Eavetroughs.

8 inch in 100 foot lengths				2 90
10 "	"	"		3 15
12 "	"	"		3 68
15 "	"	"		5 25

Add extra 10c per 100 ft. O.G. Round Bead Trough.

Factory Milk Cans.

Milk cans and pails, 35 p.c.
Hand delivery and creamery cans, 40 p.c.
Railways cans, 45 p.c.
Cream cans, 40 p.c.
Creamery trimmings, 75 and 12½ p.c.

Faucets.

Common, cork-lined, 35 per cent

Farrier Knives.

Buckworth, 50 p.c.

Files and Rasps. Per cent.

Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62 2-3
Jowett's (English list)	27½
Spear & Jackson (English list)	35

Forges.

Blacksmiths portable, 135 lbs.	9 85

Galvanized Ware.

Dufferin pattern pails, 45 per cent.
Flaring pattern 45 per cent.
Galvanized washtubs, 45 per cent.

Grindstones.

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

Hammers.

Tack, iron, doz.	0 35	
Ladies claw, handled, doz.	0 60	
Adze eye nail hammer, 10 oz., doz.	1 25	
" hickory handle, 1 lb., doz.	6 25	
" straight claw, 1 lb., doz.	7 00	
Farriers hammers, 10 oz., doz.	5 60	
Tinners setting, ½ lb., doz.	4 50	
Machinists, ½ lb., doz.	3 20	
Sledge, Canadian, 5 lbs. and over.	0 06	
Sledge, Masons, 5 lbs. and over.	0 08	
Sledge, Napping, up to 2 lbs.	0 09	

Harvest Tools.

50 and 5 per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

Halters (Snap and Ring).

Jute Rope, ⅜-inch, per gross	8 00
" " ½-inch, per gross	10 50
" " ⅝-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1¼-inch, per doz.	5 20
Web	2 45

Sisal Halters (Snap and Ring).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

Hinges.

Blind, discount 50 per cent.

Heavy T and strap, 4-in., 100 lb. net	7 25
Heavy T and strap, 5-in., 100 lb. net	7 00
Heavy T and strap, 6-in., 100 lb. net	6 75
Heavy T and strap, 8-in., 100 lb. net	6 50
Heavy T and strap, 10-in. and larger	6 25

Light T and strap, discount 65 p.c.

Screw hook and hinge— under 12 in., per 100 lb.	4 00
over 12 in., per 100 lb.	3 50
Crate hinges and back flaps, 65 and 5 p.c.	

Chest hinges and hinge hasps, 65 p.c.

Hinges (Spring)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro., $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

Hooks.

Wrought iron hooks and staples—

¼ x 5, per gross	3 25
5-16 x 5, per gross	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 & 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

Horse Nails.

M.R.M. cold forged process list, 10th January, 1912.

Size	Length	Price per 25-lb. box.
Nos. 3	1⅝-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

Horseshoes.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

Horse Weights.

Taylor-Forbes, 4½c.

Ice Cream Freezers.

White Mountain, 5c per lb.

Knives.

Hay knives, net list.
Clauss, 50 and 25 per cent.

Kitchen Enameled Ware.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial, and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 40 per cent.

Kitchen Sundries.

Asbestos mats, 50 p.c.		
Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 50	0 90
Potato mashers, wire, per doz.	0 60	0 70
" wood, per doz.	0 50	0 80
Vegetable slicers, per doz.	....	2 25
Universal meat chopper, No. 1	....	1 15
Enterprise chopper, each	....	1 30

Spiders and fry pans, 50 and 5 per cent.

Star A1 chopper, 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright	....	0 60
Toasters, 50 per cent.		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

Ladders.

3 to 6 feet, 12c per foot; 7 to 1 ft., 13c.
Extension ladders, 15c per foot up.

Lanterns.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast, per doz. 6 75
Lift Tubular and Hinge Plain, per doz. 5 00
Japanning, 50c per dozen extra.
Prism globes, per dozen, $1.20.
Lamp wick, 50 per cent.

Lawn Hose.

Competition grade lawn hose, 70 and 5.

Lawn Mowers.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25; 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

Locks and Keys.

Canadian, 45 and 10 per cent.

Cut Down Your WRAPPING PAPER Expense

Let Us Quote You Prices

Why keep down your profits by paying more for your Wrapping Paper than is absolutely necessary? We manufacture a complete line of all lines of high grade papers and offer them at a price that will effect a saving to every dealer.

WRITE US AT ONCE.

ALEX. McARTHUR & CO., Ltd., 82 McGILL STREET, MONTREAL

F. J. COX, Winnipeg—Sole Agent for the West

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

Good Profits and Entire Satisfaction are Assured

the dealer who handles and boosts

HEINISCH TAILOR SHEARS

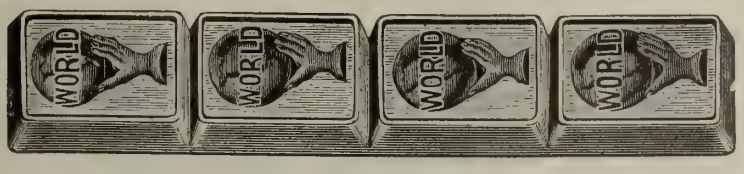
They are made from the highest quality materials and by skilled workmen, and have a finish and temper that have enabled us to gain a reputation for which our competitors are continually striving.

We also manufacture Scissors, Tinners' Snips, Trimmers---and guarantee them inferior to none.

Get them from your jobber.

R. Heinisch's Sons Co., Newark, N.J., U.S.A.





"WORLD" BABBITT METAL

FOR GENERAL MACHINE SHOP, MILL OR FOUNDRY USE

or any place where a good metal is required.

25c. net per lb. Freight paid on 100. lb lots to your nearest railway station.

We know "World" Brand to be a good Babbitt and will give you satisfaction, even if you are paying a higher price.

T. McAVITY & SONS, Limited

ST. JOHN, N. B. and WINNIPEG

HARDWARE AND METAL

Lumbermen's Supplies.

Cant hooks, dozen, from 12 00
Axes, dozen, from 6 50
Axe handles, dozen, from 1 15
Cross cut saws, per foot 0 25 0 43
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

Mallets.

Tinsmiths', 2½x5½ in., per doz.. 1 25
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 8, oak, per doz.... 15 00

Mats.

Wire door mats, standard, 16x24, doz. 9 00

Metal Polish.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in pkge 6 50

Miners Supplies.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lb., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

Mops and Ironing Boards.

Mops, per doz. 1 20 1 50
Folding ironing boards 16 25 18 00

Nails.

	Wire
1—1½ inch	3 30
1¼ inch	3 00
1½—1¾ inch	2 75
2—2¼ inch	2 65
2½—2¾ inch	2 50
3—3¼ inch	2 45
3½—4 inch	2 40
4½ inch	2 35
5, 5½, 6 inch (base)	2 30

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

Oakum.

Plumbers....per 100 lb. 4 50

Oilers.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen..... 10 00
Davidson oilers, 40 per cent.
Tinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

Plated Goods.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 10; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

Pieced Ware.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

Planes.

Wood bench, Canadian, 40, American, 25 per cent.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

Pliers and Nippers.

Button's genuine, 37½ to 40 per cent.

Plough Lines.

Russian snap .....per gross 30 00
Indian snap ..... " 25 00

Pumps.

Berg's wing pump, 75 per cent.

Razors.

	per doz.	
Boker's	7 50	11 00
Boker's King Cutter	....	15 00
Henckel's	7 50	20 00
Gillette Safety, each	....	3 75

Star Safety Razor, 33 1-3 p.c.

Rope and Twine.

Sisal rope	0 09¼
Pure Manila Rope	0 12½
"British" Manila	0 10

Cotton, 3-16 inch and larger..... 0 24
Russia Deep Sea line, ¼ in. diam. and over, 17; under ¼ in., 18.
Jute, ⅝ and upwards, 10c; under ⅝, 10½c.

Lath yarn, single	0 08½
Lath yarn, double	0 08½
Sisel bed cord, 48 feet, per doz..	0 65
Sisel bed cord, 60 feet, per doz.	0 80
Sisel bed cord, 72 feet, per doz.	0 95

Cotton clothes line, 18 per cent. off.

Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine...	0 26
" " 4-ply twine...	0 30
Mattress twine, per lb.	0 45
Staging " "	0 35

Refrigerators.

Sanderson-Harold, 40 per cent.
Galvanized, 45 per cent.

Rivets and Burrs.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 7½ per cent.
Copper Burrs only, 22½ per cent.
Extras on Coppered Rivets, ½-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.
Tinned Rivets, net extra, 3c per lb.
Coppered Rivets, net extra, 2½c per lb.

Rivet Sets.

Canadian, 35 to 37½ per cent.

Rules.

Boxwood, No. 68, 2 foot, doz..... 1 15
Ivory, No. 1282, 2 foot, each 3 50

Sad Irons.

Mrs. Potts, No. 55, polished, per set 0 80
Mrs. Potts, No. 50, nickel-plated, per set 0 85
Mrs. Potts, handles, japanned, per gross 8 40
Common, plain 4 25
" plated 5 60
Asbestos, per set 1 50

Sand and Emery Paper.

Sand and emery paper, 40 per cent.

Sash Weights.

Sectional, 1 lb. each, per 100 lb... 2 25
Sectional, ½ lb., each, per 100 lbs 2 40
Solid, 3 to 30 lbs. 1 55

Sash Cord.

No. 8, per lb. 0 33

Saws.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

Saw Sets.

Canadian discount, 40 per cent.

Screen Doors and Windows

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

Scales.

Gurney Standard, 35; Champion, 50 per cent.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45, Weigh Beams, 30.

Scythe Snaths.

Canadian, 40 per cent.

Screws.

	Per cent.
Wood F.H., bright and steel..	85 10 15 2½
" R.H., bright	80 10 15 2½
" F.H., brass	75 10 15 2½
" R.H., brass	70 10 15 2½
" F.H., bronze	70 10 15 2½
" R.H., bronze	65 10 15 2½
Drive screws	85 10 15 2½
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	$5 00
" iron, per doz.	4 25

Screws (Machine).

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 p.c.

Screw Drivers.

Sargent's, per dozen 0 65 1 00
North Bros., No. 30, per doz. 16 80

Scissors and Shears.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

Shelf Brackets.

No. 140, 65 and 10 per cent.

Skates and Hockey Sticks.

Starr skates, 37½ per cent.
Boker, hockey, 30c upwards; spring
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks, net, $1.50.

Shovels and Spades.

Canadian No. 1 grade, 60 and 2½ p.c. off; No. 2 grade, 55 and 2½ p.c. off; No. 4 grade, 45 and 5 p.c. off.
Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ per cent.

Scoops.

Grade 1, 2, 3, 50 and 5 per cent. off.
Grade 4, 50 per cent. off.

Squares.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

Snaps.

Harness, 25 per cent.

Soldering Irons.

Base, per lb., 28 cents.

Stamped Ware.

Plain, 75 and 12½ per cent.
Retinned, 75 and 5 per cent.
Tinners' trimmings, 75 and 5 p.c.

Sap Spouts.

Bronzed iron with hooks, per 1,000 7 50
Eureka tinned steel, hooks, per 1,000 ..... 8 00

Staples.

Poultry netting, 100 lbs. 5 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 0 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

Stable Fittings.

Dennis Wire & Iron Co., 33 1-3 p.c.

Stove Boards.

Lithographed, 60 and 10.

Stovepipes.

5 and 6 inch, per 100 lengths..... 7 62
7 inch, per 100 lengths 8 18
Nestable, 40 per cent.

Stovepipe Elbows.

5 and 6-inch, common, per doz... 1 22
7-inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, 70 per cent.

Stocks and Dies.

No. 20 Beaver Die Stock 18 75

Stones—Oil and Scythe.

Washita .....per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	....	0 10
Deer Creek	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 42
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe .....per gross	3 50	5 00

Tacks, Brads, Etc.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 30 and 20; strawberry box tacks, 80 and 10.

Tape Lines.

Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., ea. 0 94
" steel, No. 264, 66 ft., each 3 50
Chesterman's linen, No. 1822, 66 ft. each 1 10
Chesterman's Metallic, No. 1821.. 1 95
" Steel, No. 1840, 50 ft.. ....

Trowels.

Disston's, 10 per cent.

Thermometers.

Tin case and dairy, 75 to 75 and 10 p.c.

Tinners' Snips.

Discount 35 per cent.

Tinners' Trimmings.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

Traps (Steel Game).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 60, 10 and 5 p.c.

Traps (Rat and Mouse)

	Doz.
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

Vises.

Per pound	0 12	0 12¾
Hinged pipe vise, 25 lbs....	....	3 55
Saw vise	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

Washing Machines.

New Ontario 41 25
Round, re-acting, per doz. 81 25
Square, re-acting, per doz. 77 50
Dowswell 52 50
New Century, Style A 101 25
Ideal Power 180 00
Daisy 73 25
Stephenson 74 00
Puritan Motor 165 00
Connor, improved 52 50
Ottawa 55 00
Connor Ball Bearing 112 50
Connor Gearless Motor Washer... 180 00
20 per cent.

Wringers.

Royal Canadian, 11 in., doz. 47 75
Eze, 10 in., per doz. 46 75
Bicycle, 11 inch 60 50
Trojan, 12 inch 100 00
Challenge, 3 year, 11 inch 53 25
Ottawa, 3 year, 11 inch 58 25
Favorite, 5 year, 11 inch 61 75
20 per cent.

Wheelbarrows.

Navvy, steel wheel, dozen 21 20
Garden, steel wheel, dozen 32 40

Whiffletrees.

Tubular steel whiffletrees, 28 in...	0 70
" " " 34 in...	1 00
" " " 36 in...	1 25
" " neckyokes, 36 in....	1 05
" " doubletrees, 40 in..	0 95
" " lumbermens, 44 in..	1 15

Wood Handles.

Second growth ash fork, hoe, rake and shovel handles, 40 per cent.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Carriage neckyokes and whiffletrees, ash 35, hickory, 40 per cent.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 per cent.
All other ash goods, 40 per cent.
All hickory, maple and oak goods, 35 per cent.

Wrenches.

Agricultural, 67½ per cent.
Wrought Iron Washers.
Canadian, 50 per cent

WINNIPEG HARDWARE QUOTATIONS.

Ax Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

Augur Bits—"Irwin" bits, 47½; other lines, 70 and 10 per cent.

Barb Wire—Lyman 4 pt., $1.86 f.o.b. Fort William; $2.26 per spool of 80 rods f.o.b. Winnipeg; Guidden 2 pt., $1.74 f.o.b. Fort William; $2.12 per spool of 80 rods f.o.b. Winnipeg; Baker 2 pt., $1.73 f.o.b. Winnipeg; Waukegan 2 pt., $1.74 f.o.b. Fort William; $2.12 per spool f.o.b. Winnipeg; Alberta 2 pt., $1.73 f.o.b. Fort William, $2.05 per spool f.o.b. Winnipeg; American special, 2 pt., $1.45 f.o.b. Fort William; $1.73 per spool f.o.b. Winnipeg; plain twist, $2.80 f.o.b. Fort William, $3.20 per 100 lb., f.o.b. Winnipeg; coil spring wire, No. 9, $2.07 per 100 lbs., Fort William; $2.50 at Winnipeg.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3 small lots, 2½; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—$3.15 per keg base. Wire nails, base, $2.80 Winnipeg; $2.35 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates—Half-polish, 6 and 7-inch, $3.40; 8-inch, $3.60; full polish, 6 and 7-inch, $4.25; 8-inch, $4.50.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

Galvanized iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾ oz., $4.80; Queen's Head, 20, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware—37½ per cent.
Grindstones—Per 100 lb., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

Harvest Tools—50, 5 and 5 per cent.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, $3.75; grass, $1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, Black—¼, $2.25; ⅜, $2.30; ½, $3.10; ¾, $3.65; 1, $5.30; 1¼, $7.40; 1½, $8.60; 2, $10.90; 2½, $17.40; 3, $22.85; 3½, $30; 4, $34.35; 4½, $38.80; 5, $43.30; 6, $56.10.

Galvanized—¼, $3.10; ⅜, $3.20; ½, $4.10; ¾, $4.90; 1, $7.05; 1¼, $9.60; 1½, $11.50; 2, $14.80.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting—67½ per cent.

Pig Lead—$6. Lead Pipe—Full coil, $7.00 per cwt.; cut coil, $8.00 per cwt.

Lead Waste—$7.00.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8¾c; Pure Manila, 12½c; British Manila, 9¼c; lath yarn, 9c.

Staples—Bright wire, $2.50 f.o.b. Fort William; $2.90, Winnipeg.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ per cent.; No. 3, No. 4, 50 and 2½ per cent.; No. 1 scoops, 50 and 6 per cent.; all other grades, 45 and 5 per cent.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $32 per cwt.

Screws—Bright iron round head, 82½ and 10 p.c.; flat head, 87½ and 10 per cent.; round head, brass, 72½ and 10 per cent.; flat head, brass, 77½ and 10 per cent.; coach, 65 per cent.

Staples—Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

Linseed Oil—Raw, per gal., $1.05; boiled, per gal., $1.08.

Turpentine—Per gal., barrel lots, 80c.

Dry Colors—White lead in ton lots, decorators' pure $7.75; decorators' special, $7.25; in small lots advance price 25 cents per cwt.; red lead, kegs, $6.50; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxides, in casks, 3½c; less quantities, 4c per lb.

Putty—Casks, $2.90 per cwt.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

Paris Green—22 cents per 112-lb.
Paris Green—21½ cents per 112-lb.

RESULTS

Count more than does LOUD TALK

DEALERS who handle

JAMIESON'S



PURE PREPARED PAINTS AND VARNISHES

Brands:
CROWN AND ANCHOR
ISLAND CITY
RAINBOW

GET AS RESULTS:—
Satisfied Customers.
Satisfactory Profits.
A Satisfactory reputation.

For they have our reputation of over fifty years standing behind them.

Why not get the benefit?

R. C. Jamieson & Co., Limited

ESTABLISHED 1858

Owning and Operating

P. D. Dods & Co., Limited

Montreal and Vancouver

MURESCO

30,000,000 POUNDS SOLD IN 1911

WHY?

BECAUSE

It covers more surface and covers it better with one coat than any other similar material on the market.

Of the nature of its ingredients it is highly sanitary.

It does not rub off, crack, peel, blister or show laps when properly applied.

It is so easily applied.

Every lot manufactured is carefully tested before shipping.

Send for Color Cards and Literature

Benjamin Moore & Co., Limited

TORONTO NEW YORK CLEVELAND CHICAGO

THE BEST ALL 'ROUND PAINT
EXCEPTIONAL COVERING CAPACITY



MADE WITH MANITOBA LINSEED OIL
FOR EVERY PURPOSE

RE-ORDERS

ARE PROOF OF SATISFACTION

And every mail brings many of them. This **House Paint** has gained great popularity in the West.

Its covering and enduring qualities place it in a class by itself.

If you are not selling **Stephens' House Paint** investigate it at once. Many Western dealers will gladly give their verdicts as to its reliability. Write us for names of these dealers, then write them.

Do it NOW

Write for agency proposition—it's very attractive.



G. F. STEPHENS & CO., Limited

Paint and Varnish Makers

WINNIPEG CANADA

BRANCH AT CALGARY

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance:—
2c. per word first insertion.
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required

BUSINESS CHANCES

FOR SALE—A BOWSER COAL OIL PUMP in good condition, also 3 bbl. galv. tank. D. S. Archer, Campbellford, Ont.

FIRST-CLASS HARDWARE BUSINESS FOR sale—on C.P.R. main line, Eastern Alberta. Stock $8,000.00. Yearly profits $6,000.00 to $7,000.00. Apply Box 1661, Saskatoon, Sask. (35)

FOR SALE.—A LONG AND WELL ESTABlished hardware business in Woodstock, N.B. Corner Main and Connell Streets. This is the best paying proposition on the market to-day for any interested. Satisfactory reasons will be given for selling. Enquire of H. E. Burtt. (31)

OLD ESTABLISHED HARDWARE, STOVES and plumbing in Eastern Ontario city; steady increase of sales at good prices; business always showing a good return on investment; exceptional opportunity, stock being particularly well bought. Box 693, Hardware and Metal.

THRIVING HARDWARE BUSINESS FOR sale, consisting of shelf and heavy hardware, stoves, etc. Located in central part of Ontario; three railroads; turnover $50,000; stock $10,000, which is being reduced. Excellent chance to buy at rate on dollar. Retiring from business. Box 618, Hardware and Metal, Toronto. (52tf)

FOR SALE.—A. 1 HARDWARE BUSINESS in good Manitoba town on two lines of railway. Stock $7,000. Terms to suit. Good reason for selling. Apply to Box 692, Hardware and Metal. (32)

FOR SALE 1 NO. 282 W. PEASE HOT Water Boiler in good condition; used two seasons, $90.00 f.o.b. Berlin. P. Hymmen Co., Ltd., Berlin, Ont. (34)

SITUATIONS WANTED

AMBITIOUS YOUNG MAN WISHES POSItion as travelling salesman; has both languages and can give best references. Write Box 24, Crysler, Ont.

TRAVELLER HAVING PROVED HIS ABILity by greatly increasing his firm's business in the territory covered and being an aggressive salesman wishes to secure a position with manufacturing concern. Box 668. Hardware and Metal, Toronto. 18—21t

SITUATIONS VACANT

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED — FIRST-CLASS HARDWARE clerk for retail hardware store; must be good salesman, good stock keeper, one well up on builders' hardware. State experience, wages expected, married or single. Steady job to the right man. Address in own handwriting, J. B. Kernaghan, Prince Albert, Sask. (32)

HARDWARE CLERK WANTED — MUST be good wndow dresser and able to speak both English and French. Applicants please state salary required, and experience, with references. The George Taylor Hardware Co., Limited, Cochrane, Ontario. (31)

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white card marked 25c, 50c, 75c, $1, $1.25, $1.50, $1.75, $2, $2.50, $3, $3.50, $5. Dozen in set, per set 25 cents postpaid. Technical Book Dept., 143 University Avenue, Toronto. (tf)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 15 cents postpaid, or two sets for 25c while they last. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

Interested?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use
A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy,

No Other Paper Reaches All These Men

RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,
1c. per word subsequent insertion,
5c. extra per insertion for box number if desired.

Hardware and Metal
MONTREAL TORONTO WINNIPEG

ONE of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

Not To-morrow But To-day

is the time to lay in your stock of "ERMALINE" cooking bags.

Since their introduction some months ago the Ermaline system of cooking with paper bags has made many friends, because it means

NO WASTE
NO SMELL
NO HEAT
NO DIRT.

Its other advantages are

MORE FOOD
BETTER FLAVOR
LESS WORK
NO WORRY

If you have not got a stock of "ERMALINE" Bags, someone else in your district is getting the business which by right should be yours.

Drop us a card to-day and we will send you without charge, samples for your own use and for distribution.

EDWARD LLOYD, Limited
508 EASTERN TOWNSHIPS BANK BLDS.
MONTREAL

"RUSSWIN" BUILDERS' HARDWARE

We are jobbing agents for the famous "RUSSWIN" line of builders' hardware. Our stock contains the latest and most artistic designs on the market to-day. By selling "RUSSWIN" LOCK SETS you will be in the best position to get the CONTRACTORS' business in your town.

COAL CHUTES

Agents for Manitoba and Saskatchewan for the DOWN DRAFT COAL CHUTE. A large stock always on hand.



WINNIPEG EDMONTON

NEW ERA PAINT

IS GUARANTEED

THE increasing demand for New Era Paint and its past record of service enable us to place a guarantee that it will outlast, cover more surface, hold its color better, stand more weather changes, and give a more brilliant finish than any high-priced paint you can buy. It is made to meet the requirements of the most critical painter. Write at once for prices.

STANDARD PAINT & VARNISH CO., LIMITED
WINDSOR - - ONTARIO

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper



Paint and Varnish Removers

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those covered by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

	NAME OF BRAND
The Sherwin-Williams Co., Montreal, Canada	"Taxite"
International Varnish Co., Ltd., Toronto Canada	"Klensa"
Pratt & Lambert, Inc., Bridgeburg, Ontario, Canada	"Expedite"
British American Paint Co., Victoria, B.C.	"Bapoo"
Mount Royal Color and Varnish Co., Montreal, Canada	"Scrape-off"
James Robertson Co., Ltd., Toronto, Canada	Robertson's Paint and Varnish Remover"
Sanderson Pearcy Co., Ltd., Toronto, Canada	"Devolite"
Stewart & Wood, Toronto, Canada	"Solvo"
Martin-Senour Company, Ltd., Montreal, Canada	"Martin-Senour Paint and Varnish Remover"

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company

100 William Street
NEW YORK, N.Y.



Do you ever consider the business value to you, in securing the agency for a well advertised, well known quality line of products?

This kind of business proposition means that you have the opportunity to profit from the manufacturer's advertising. It means that all possible customers who have become interested in a particular line through the advertising must go to your store to buy. This brings new customers to you, and if you can satisfy them with the service you render, they will not only buy the advertised line, but will buy other goods as well.

This is just the kind of opportunity offered to you now, if there is no Sherwin-Williams Agency in your town. There are only a very few towns where such is the case, and yours may be one of them; if so, take advantage of the opportunity open to you and write to us at once. It will not only mean big paint business for you, but it will mean new customers for the other lines of goods you handle. The Sherwin-Williams Agency helps your whole business.

SHERWIN-WILLIAMS PAINTS & VARNISHES

Address all inquiries to *The Sherwin-Williams Co. of Canada, Limited,* Montreal, Toronto, Winnipeg, Vancouver.

Proof Pratt & Lambert Varnishes Mean Increased Sales Every Year

Here is a mighty good advertisement and we didn't have to write it ourselves either. It is merely a letter from a P. & L. dealer that is substantial proof how Pratt & Lambert Varnishes sell. Read every word of it:

ESTABLISHED 1857



Interior of Walter Leighton's Store

WALTER LEIGHTON

No. 1652 Ridge Avenue

Philadelphia Agent for

Robt. Ingham Clark & Co., Limited

Britannia English Varnishes

Pratt & Lambert

Manufacturers of

Varnishes, Japans and Driers.

Jobber in

PAINTERS' SUPPLIES

Manufacturers of:

Eureka Furniture Polish

* * *

Windowphanie

Liquid Veneer

Philadelphia, Dec. 15, 1911

Messrs. Pratt & Lambert—

Gentlemen;—We have marketed this year the greatest quantity of Pratt & Lambert Products of any year in the existence of our House.

As you know we have handled Pratt & Lambert Varnishes for about twenty-five years and exclusively for fifteen years. The last few years have shown a marked increase in the sales of your line and we appreciate the fact that this is due, in a great measure, to your co-operation, your successful advertising and the policy of your entire organization.

Spar Finishing Varnish, "61" Floor Varnish and Vitralite have been exceptionally good sellers to our trade, and we have great confidence in the quality of the entire line.

Very truly yours,

(Signed) WALTER LEIGHTON.

How much did your varnish sales increase last year? It will put you under no obligations to ***write for our Dealers' Proposition To-day.***

PRATT & LAMBERT, INC.

VARNISH MAKERS

24 COURTWRIGHT STREET, BRIDGEBURG, ONTARIO

Factories:

NEW YORK BUFFALO CHICAGO
LONDON PARIS HAMBURG
BRIDGEBURG, ONTARIO

PQQ

The P's and Q's of the Paint Store Man

"If you would succeed you must mind your Ps and Qs."
"Quality" and "Profit" trip up too many business men.
They get profit too high, quality too low, and wonder what was wrong when the crash comes.

MARTIN-SENOUR PAINT 100% PURE



is a real business insurance. Its quality and a reasonable profit will make your business boom. The dealers who know say so. Write today for the proof and our proposition to insure your business the same way.

THE MARTIN-SENOUR CO., Limited
Pioneers of Pure Paints
MONTREAL CHICAGO WINNIPEG LINCOLN

Just Consider for a Moment

DOUGALL VARNISH is made in the most up-to-date factory in Canada.

DOUGALL VARNISH Co. employs only the highest paid skilled workmen, and all varnish is made under ideal conditions.

DOUGALL VARNISH is guaranteed to be absolutely the best procurable, and the manufacturers will back up this guarantee.

DOUGALL VARNISH is the most economical to use, as it goes further than any other.

DOUGALL VARNISH owing to its superior qualities WILL NOT CRACK OR PEEL, and no extremes of heat or cold will affect it.

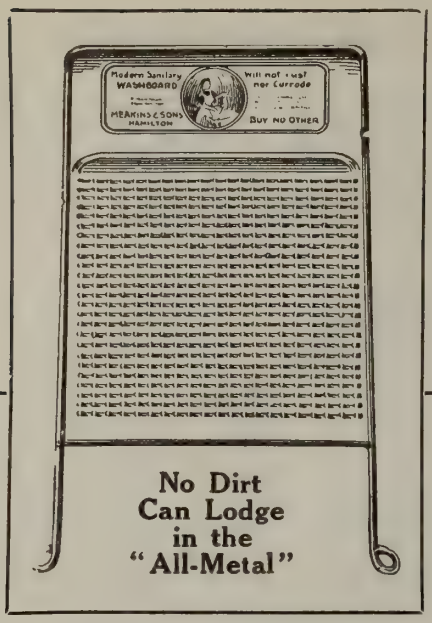
Is not **DOUGALL VARNISH** worthy of your recommendation and a prominent position on your shelves?

The Varnish That Lasts Longest

The Dougall Varnish Company, Limited

305 Manufacturers Street, Montreal, Canada

J. S. N. DOUGALL, President **Associated with MURPHY VARNISH CO., U.S.A.**



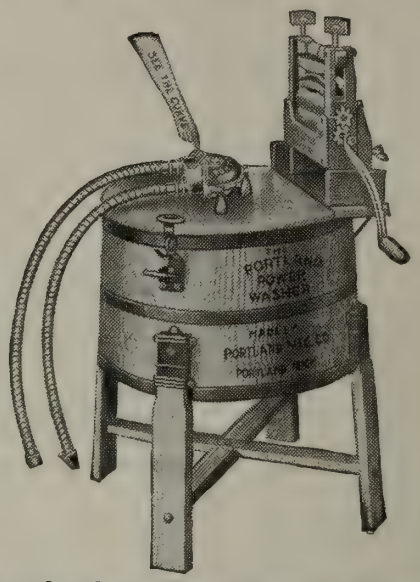
No Dirt Can Lodge in the "All-Metal"

It Stands to Reason

that an all-metal washboard made in one piece will outwear the old-fashioned wooden kind many times. Then if this is a fact, the all-metal washboard is the most economical. This feature alone is one that prompts the housewife to buy MEAKINS' SANITARY WASH-BOARDS when the dealer shows her this modern production in the art of wash-board making. Meakins' Sanitary Washboards give no chance for dirt to lodge or metal to loosen to scratch the hands. The "All-metal" has won favor for its practicability, and sanitary construction. It will not rust or corrode. Send for particulars and prices.

Meakins & Sons
Hamilton - Ontario

FROM STOCK



Only 20 lbs. Pressure Required

The Supreme Test

The supreme test of a Washer's worth is the way the Washer washes. Try it out with the Dirty Shirt test. Take an unusually dirty but originally white shirt, run it through the Portland Water Power Washer, and you'll find that the shirt itself is not only perfectly clean (provided, of course, that the dirtiness of the shirt isn't due to paints, etc.), but that the neck and wrist bands too are spotless.

The Portland is a trouble-less washer—it relieves all washer worries.

Made complete in our own factories—washer, motor, and furniture finished tub.

If you're looking for a quality washer that's really worth while get after your hardware jobber, or write direct to us.

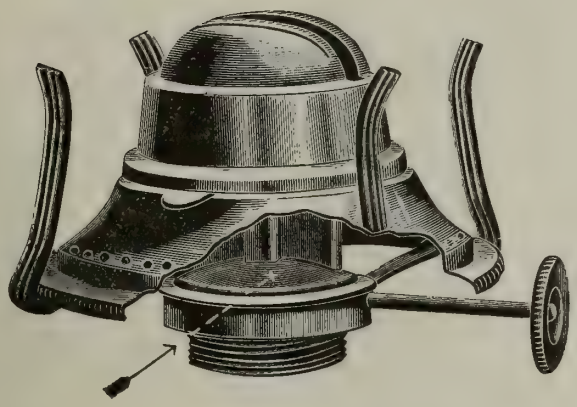
HENDERSON & RICHARDSON
Formerly J. A. HENDERSON
Board of Trade Building, MONTREAL

SOLE CANADIAN AGENTS FOR

PORTLAND MFG. CO., - Portland, Mich.

The Largest Manufacturers of Washing Machines in the World

BANNER
TRADE MARK.



HIGHEST IN PUBLIC FAVOR

A quarter of a century of favorable service has made

"BANNER" BURNERS

the recognized standard of excellence.

Many burners with so-called improvements are a positive menace to their users.

Can you afford to be identified with these? Your stove is judged by what you sell. Banner Burners ensure safety and satisfaction to your customer, and a good profit to you.

LOOK FOR THE COVERED BASE

A sure prevention from fire arising from the oil-soaked collection of dead insects, charred wick ends, etc., found in other burners.

SOLD UNIVERSALLY AND BY ALL JOBBERS

Ontario Lantern & Lamp Co., Limited

HAMILTON, ONTARIO

BRANCHES:

MONTREAL, P.Q.
30 St. Dizier St.

WINNIPEG, MAN.
56 Albert St.



QUALITY

The word that explains the popularity of

INTERNATIONAL

VARNISHES AND VARNISH SPECIALTIES

Regularly specified by architects and employed by the most discriminating consumers in Canada.

Those best able to judge pronounce International Products UNAPPROACHABLE IN QUALITY.

Is anything else but the best good enough for you to feature?

Why not enhance your reputation and profit by handling the International Line?

Sold only in Cans containing Full Imperial Measure.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO WINNIPEG

Canadian Factory of Standard Varnish Works.

NEW YORK CHICAGO LONDON
BERLIN BRUSSELS MELBOURNE

Largest in the world and first to establish definite standards of quality.

N-12

TRADE MARK
KEYSTONE
BRAND
REGISTERED

"As nearly perfect as you could make them"—This is what one of the largest dealers said a few days ago with reference to the polished handles on our

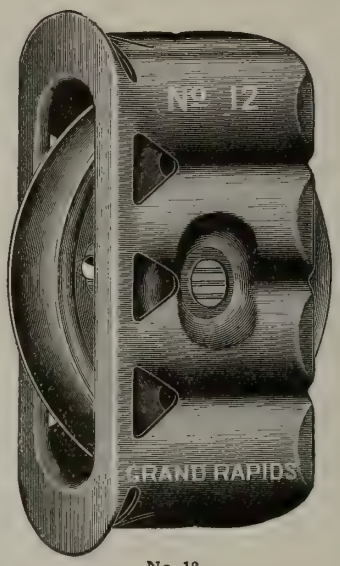
Klondike and Jubilee Brooms

The finest corn, high-class workmanship and a perfect handle will produce a Broom easy to sell and on which a good profit can be made.

Now is the time to order a supply.

Stevens-Hepner Co., Limited
PORT ELGIN - - ONTARIO

GRAND RAPIDS



No. 12
GRAND RAPIDS

All-Steel Sash Pulleys

SAVE THEIR ENTIRE COST IN

Labor, Freight, Screws, &c.

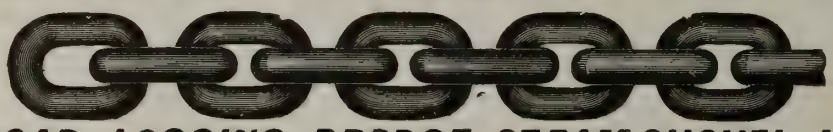
GRAND RAPIDS are the original—the STANDARD goods. Nearly every jobber in Canada and United States carries them in stock.

Write for samples and descriptive catalogues We make thirty-seven styles.

Largest Sash Pulley makers in the world.

GRAND RAPIDS HARDWARE CO.
100 Eleventh Street, GRAND RAPIDS, MICH., U.S A.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.
EVERYTHING IN WELDED CHAIN.
Write for prices ***Prompt shipment.***
ELECTRIC WELDED TRACES A SPECIALTY
Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.



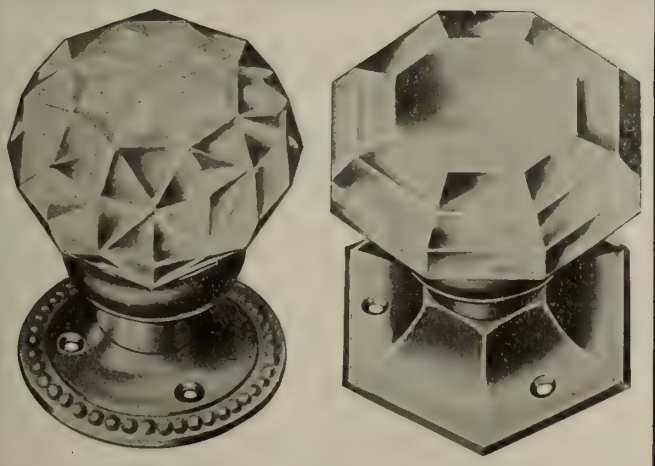
No. 600 A A
Wide Mouth

MAPLE CITY OILERS

We manufacture the most complete line of oilers made in America, including Pump, Engineers', Machinists', Mowing Machine and Railroad Oilers, Tallow Pots, Engineer Sets, Torches, Lamps, etc.

MAPLE CITY MFG. CO.

MONMOUTH, ILLINOIS, U.S.A.



A few of our beautiful line of

Cut Glass Knobs

HIGH-CLASS BUILDERS' HARDWARE of all kinds for high-class buildings, banks, offices, residences, etc.

The Belleville Hardware and Lock Manufacturing Co.
LIMITED

Head Office and Factory — BELLEVILLE Canada



TRADE LIQUID GRANITE MARK — For finishing floors in the most durable manner possible. There is no substitute.

WOOD LUXBERRY FINISH — For the finest rubbed (dull) or polished finish on interior woodwork. It has for upwards of 50 years been the standard.

ELASTIC INTERIOR FINISH — For interior woodwork exposed to severe wear. Stands the action of soap and water to an unusual degree.

ELASTIC OUTSIDE FINISH — For front doors and all other surfaces exposedto the weather. Great durability under most trying conditions.

SPAR LUXBERRY VARNISH — For ship spars, decks, yachts, launches, canoes and all other surfaces exposed to wind, wave or weather. Has never turned white. It has stood years of test in actual service.

THESE are but five out of the most complete and extensive line of Varnishes, Shellacs, Japans, Lacquers, Stains, Fillers, and Dryers offered by any manufacturer.

The name at the top is always protected by the best known trade mark in the varnish field.

If, for any reason, you have never given this line a prominent place on your varnish shelves, write us to-day for prices.

Whether it is on one of the Big-Five listed at the left or an item of less extensive use—

Whether it is in your interest, from a sales and profit point of view—

The interest of the painter who does the work—

Or the satisfaction of the "man who pays the bills"—

The trade mark label of Berry Brothers, Ltd., has a deep significance that grows out of its continuous use for over fifty years, plus the wide publicity given to it by extensive advertising.

That trade mark **must** "make good"—everywhere, every time.

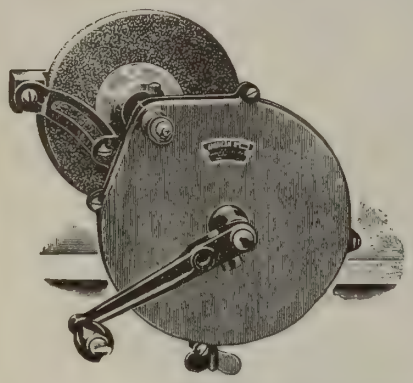
BERRY BROTHERS, Limited

The World's Largest Varnish Makers

WALKERVILLE, ONT.

For Quick Sellers Try
AMERICAN GRINDERS

The American Grinder is of the enclosed gear type.
Self-Oiling Bearings require no attention.
Internal Friction loss exceptionally small.
Gear Case sealed and will never leak.



No. 1

Bearings will not overflow oil.
No complicated parts.
Pleasing in appearance.
Firmly constructed.
Simple in design.
Gears run in oil.
Very compact.
Noiseless.
This is a perfect piece of mechanism that sells at a price that everybody can afford to pay.

GET OUR PRICES AND PARTICULARS AT ONCE

3—SIZES—3 4, 6, 7 IN. WHEELS

AMERICAN GRINDER MFG. CO.
Milwaukee, Wisconsin

MERCHANTS' HARDWARE SPECIATIES CO. LTD.,
Calgary, Alta., Agents for Western Canada

Enthusiasm

To sell goods and make profit you must develop this quality. Home made goods always did make you feel that way. That is why so many hardwaremen throughout Western Canada are selling our

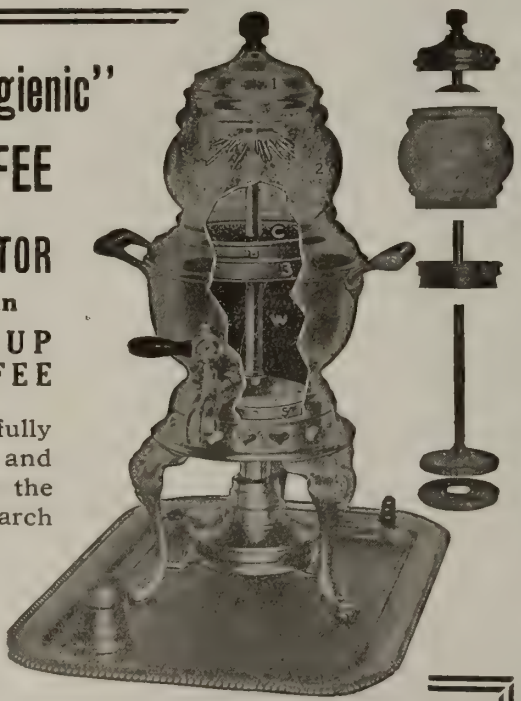
METAL CEILINGS, SHINGLES, SIDINGS AND CORRUGATED IRON

and making nice profits.
They have seen them made. They know they are right. They can get them in a hurry.
All these things will be at your service when you hook up with us.

WRITE TO-DAY.

Winnipeg Ceiling and Roofing Co.
P.O. Box 2186 H. Winnipeg, Man.

The "Hygienic" COFFEE PERCOLATOR
Makes an IDEAL CUP OF COFFEE



It is beautifully finished and fitted with the new Monarch regulating lamp.
The Hygienic has no near rival when it comes to point of adding pleasure and satisfaction to a home. Gift seekers buy it as the most appropriate and the most reliable gift.

Write for illustrated catalog.

The Buffalo Mfg. Co., Buffalo, N.Y.
Canadian Representatives:
H. F. McINTOSH & CO., 28 Toronto Street, Toronto

Good Pumps--- with Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.



Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use---every size, style, kind, in our big catalogue.

Write

The R. McDougall Co., LIMITED
GALT, CANADA

LONDON BAR IRON

is a line that never varies in quality. The consignments you receive from time to time are the same through and through—absolutely reliable in toughness, strength and workability. Economical and correct methods of production mean that you get a flawless product at the lowest prices.

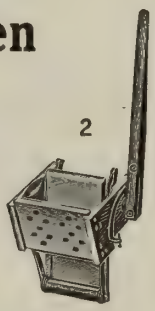
London Rolling Mill Co., Ltd.

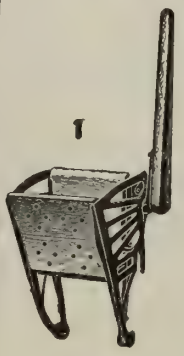
LONDON, CANADA

Sales Agents, Ontario: Baines & Peckover, Toronto
Manitoba: Bissett & Loucks, Limited, Winnipeg

Look For This Trade Mark Then Buy The "White" Mop Wringer



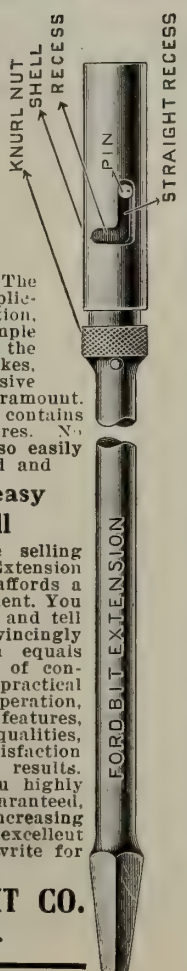






WHITE MOP WRINGER CO.
FULTONVILLE, N.Y.

Show your Customers This Up-to-Date Bit Extension



The Ford Bit Extension is not to be classed with the ordinary Extension — Clumsy, hard to work and in general unsatisfactory. The Ford is a model of simplicity—simple in construction, simple to adjust and simple to use. It embodies the best points of other makes, and has several exclusive features that make it paramount. No other Bit Extension contains so many practical features. No other can do the work so easily nor as well as the Ford and

No other is as easy for you to sell

For the Ford has more selling points than any other Extension and each Ford feature affords a convincing selling argument. You can hand a man a Ford and tell him positively and convincingly that no other extension equals the Ford in simplicity of construction, number of practical advantages, facility of operation, time and labor saving features, convenience, wearing qualities, and in the ultimate satisfaction desired through better results. The Ford comes to you highly recommended, fully guaranteed, and with a steadily increasing demand. We have an excellent proposition. Will you write for circulars, prices, etc?

FORD AUGER BIT CO.
Holyoke, Mass.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

STEEL BLADE

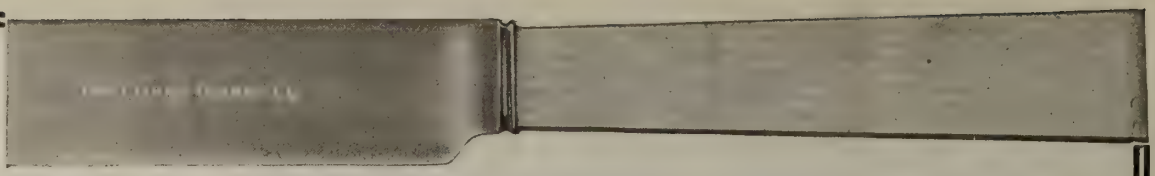


TABLE CUTLERY THAT SELLS QUICKLY

The blade of our No. 949 knife is made from a special High Carbon Sheffield Steel. The handle from the best English Grained Celluloid. This knife is the "King" of table cutlery, as it is unsurpassed in every respect. Give it a trial and increase your profits—we guarantee satisfaction.

The McGlashan, Clarke Co., Ltd., Niagara Falls, Ont.

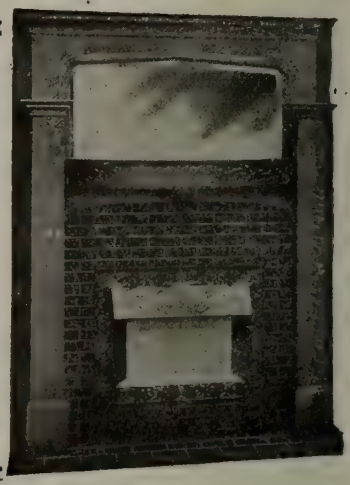
AGENTS:—J. Mackay Rose, 88 McGill St., Montreal, Que.
David Philip, 291 Portage Ave., Winnipeg, Man
N F. GUNDY. 61 Albert St., Toronto, Ont.
Benj. Rogers, Charlottetown, P.E.I.

Dealers!

HERE'S YOUR CHANCE TO MAKE A SPLASH.

This Mantel or any of our "70" different designs, fitted with our Electric Grate requires no chimney, therefore anyone building a house can have a Mantel complete for less than the actual cost of a chimney.

Write for the "dope"—Your contractors will fall for it.
Don't forget—We have the best line of Gas and Coal Grates in the country.



The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.

Our Motto—"QUALITY"

"THERMO"

The Washer

Easy to Sell

That makes the Washday Bright

Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.
The Thermo Washer is built to last and is solid and substantial.
Working parts are simple and cannot get out of order.
Thermo Washers are attractively designed and well finished and find ready buyers everywhere.
Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.



THE LONDON FOUNDRY CO., LTD., LONDON, CANADA

F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto:
MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

A Common Sense Talk

AIR IS CHEAP. You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impurity of the air breathed from day to day and night to night. Crowded rooms, whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

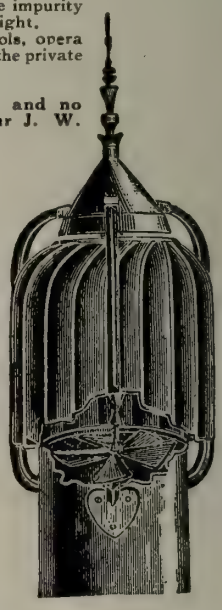
House Building is a Science Nowadays and no Building is Complete Without one of our J. W. Harris Ventilators.

THE VENTILATOR ITSELF IS AN ORNAMENT and can be made to suit the character of the building, either as to size or as to quality of material.

MONTREAL, Dec. 4th, 1905
MESSRS. J. W. HARRIS MFG. CO., Ltd.
City

DEAR SIRS,—
In answer to your letter of the 25th ult., I must say that I am very much satisfied with the results of the "ZEPHYR" Ventilators.

Yours truly,
W CHAMPAGNE,
191 St. Paul St.



Dealers everywhere will find a double profit in handling this ventilator. Write direct for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal

WARE MFG. CO. LTD.
OAKVILLE
PURE ALUMINIUM WARE
"WILL OUTWEAR ANY WARE"

"OAKVILLE" PURE ALUMINIUM COOKING UTENSILS

Each article made from a single piece of Aluminium. No cracks or seams, will not scorch or burn. Heat passes through aluminium two or three times as fast as through tin or iron, cooking food more quickly. Highly polished finish, making excellent displays on shelves or windows. **Their fine appearance, backed by their finer quality, make them quick sellers.**

Our Guarantee—*If the goods are not satisfactory, return them at our expense and we will return your money, or credit your account.*

WRITE FOR TERMS AND FULL PARTICULARS. PROMPT SHIPMENT.

THE WARE MFG. CO., LIMITED, Offices: 220 King St. W., Toronto Factory at Oakville, Ont.

We have the facilities for turning out

The Highest Grade Baling Wire and Bale-Ties

at a reasonable cost---a baling wire that allows the dealer good profits and is certain to create enthusiasm among users.

Before placing your order, write us for prices and full information.

We also manufacture WIRE NAILS and STAPLES, O. & A. WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is unsurpassed.



THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario

GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN, Winnipeg, Man.







Each Basic Invention Brings New Wrench Demands

The success of many inventions depends on the manufacturer's ability to present them in simplified forms to the consumer. Economy of space often places adjustments in almost inaccessible places. New shapes of wrenches are required both in construction work and as part of the equipment furnished.

"W. & B." Diamond Trade Marked Wrenches have a design to meet the need of every branch of industry, manufacturing, agricultural, railroad building, etc. We are in touch with the World's progress in inventions and processes, and can fill your needs.

Get them from your nearest jobber or send order direct.

Write for Catalogues 74-B and 75-B.

The Whitman & Barnes Mfg. Co.

Established 1854

Stocks Carried at Winnipeg and Montreal





Trade W&B Mark

Tools of Quality 'Bear These Marks

Trade W CO B Mark



BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895

Special Grand Prize

GOLD MEDAL

Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Plumbers and other mechanics will have

FLUXITE

the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

Easy to use. Easy to sell.

Of the Jobbers and Factors in small and large tins. Remember it in your indents.

Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.

General Representatives: SAYWELL'S SALESMEN, 61 Albert Street, Winnipeg.

MAXWELL'S "FAVOURITE" CHURN

has been known and used for nearly twenty years, and has given such thorough satisfaction that more "Favourites" are sold annually in Canada, than all other makes combined.

Barrel is of best imported oak, finished in natural wood, with silver aluminum hoops, exceptionally large roller bearings, easy running and durable. The illustration shows the convenience of the combined hand and foot drive, and the lightness and strength of the angle iron frame, made in either single or Bow lever.



You are at a disadvantage if you do not sell Maxwell's Favourite

DAVID MAXWELL & SONS, ST. MARY'S, ONT.

McKinnon Electric-Welded Coil Chain



McKinnon Swell-Weld Coil Chain

25% More Weld = 25% More Strength = 25% More Wear

MADE IN CANADA

Perfect Stock + Perfect Welding = Perfect Product



See The Swell?

MADE BY

Sales Office: BUFFALO, N.Y.

McKINNON CHAIN COMPANY

Factory: ST. CATHARINES, ONT.



Goodell-Pratt's

Butchers' Saw Blades in Coils

Your butcher trade will appreciate this very convenient way of supplying Butcher Saw Blades.

These Blades are put up in 25 and 50 feet coils, enabling the butcher to cut off with a pair of snips just the size to fit his frame.

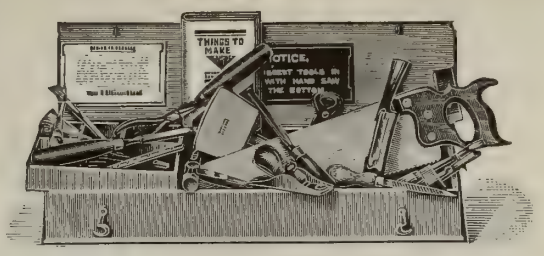
This feature is not the only thing about these Blades. There's the quality, it is in every tooth, for every tooth cuts, and cuts clean and fast.

Supply your Butcher Trade with Goodell-Pratt's Butcher Saw Blades.

Goodell-Pratt Company

Toolsmiths

GREENFIELD, MASS., U.S.A.



Those Who Know Our

TOOL SETS

Insist on Having Them

BECAUSE

They give the very best of service, being made from the finest materials, and by men with long experience in this line.

Because they are absolutely guaranteed to be just as represented or money refunded.

Because they are British Made from start to finish, and absolutely reliable.

Because they are the **best value** that money can buy, which has been proved time and time again through comparative tests.

Place at once a sample order and see how many sales you can make.

The results **will** please you.

Write for full particulars.

Spear & Jackson, Ltd.

SHEFFIELD, ENG.

FRANK H. SCOTT (Canadian Agent)
Coristine Bldg., Montreal



The "RENFREW" Handy Two-Wheel TRUCK SCALE

"A Convenience and Protection for Farmers"

This is a scale that pays the dealer A VERY ATTRACTIVE PROFIT—a scale that is becoming more and more popular every day with farmers.

It is absolutely accurate and has many advantages over the common scale.

With this scale in his possession the farmer knows the exact weight of the products he is selling—he is armed against short weights.

The "RENFREW" TRUCK SCALES are GOVERNMENT TESTED and have been awarded their GOVERNMENT CERTIFICATE without question, and are backed by our WRITTEN GUARANTEE to be just as represented, and to give a long, reliable service. Capable of weighing anything from a single pound to 2000 pounds.

The "RENFREW" TRUCK SCALES are rigidly built and will stand all kinds of rough usage.

LET US SEND YOU ONE. Show it to every farmer who comes into the store, and see how many you can sell.



Write for Circulars and prices NOW.

Renfrew Scale Co.

RENFREW, ONT.

It Wasn't a Freak Pump, Either



Fig. 444½

A man wrote us the other day that he is still using a deep well pump he bought of us *29 years ago.*

He says: "In all that time I haven't spent one cent on it for repairs, and I have used it hard."

(Name on request).

Webster's Dictionary defines a "freak" as "a marked deviation from the normal type."

This man's pump is, therefore, not a freak.

We build

Deming Hand and Power Pumps

even better now than we did thirty years ago, because we know more about building them, and we have better equipment to do it with.

The cog lever windmill force pump standard, shown in the picture, is a good example of Deming pump building. This is the kind of goods your customers prefer.

The Deming Company, 110 Broadway, Salem, Ohio

Manufacturers of Hand and Power Pumps for All Uses

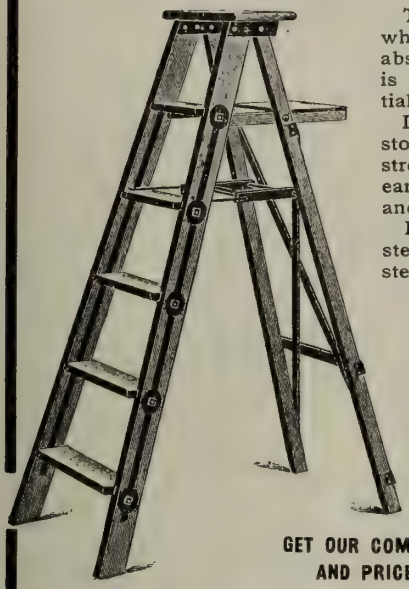
GENERAL DISTRIBUTING HOUSES:

Henion & Hubbell, Chicago — Ralph B. Carter Co., New York — Harris Pump & Supply Co., Pittburgh

OTHER HOUSES IN ALL PRINCIPAL CITIES

GET YOUR TRADE ACQUAINTED WITH THE

FAULTLESS LADDER



This is a ladder upon which every user can absolutely depend, as it is strongly and substantially built.

It is made from clear stock and has wide steps, strong galvanized steel ears riveted to the top and bottom.

Has iron rod under each step, having a galvanized steel washer at each end of sufficient size to cover the nails and hold the step, thereby preventing them from working out as is often the case.

Equipped with **BOYER'S FAULTLESS LOCK.**

Made regularly 4 to 10 feet, and extra heavy 10 to 16 feet.

GET OUR COMPLETE CATALOG AND PRICES AT ONCE.

The Stratford Mfg. Co., Limited
STRATFORD, - CANADA



PERFECT MITRES
are always made with
THE LANGDON ACME MITRE BOX

When supplied with back saws fitted by ourselves, they are warranted to do perfect work.

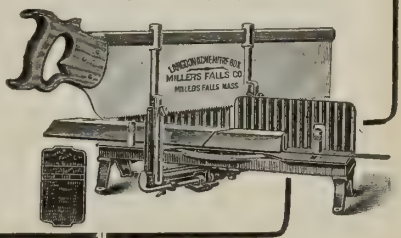
QUICKLY ADJUSTED FOR ANY ANGLE.

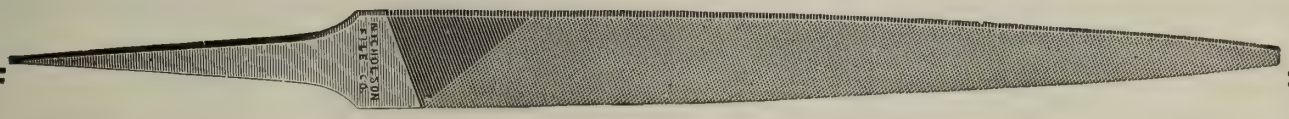
Some of the advantages over older models are :—In longer guides, which hold the saw steadier. These guides are provided with elevators to hold the saw stationary, when desired, above the work. In a graduated arc showing the various angles commonly used. In supporting guides, to hold the work in place. In an appliance for quicker adjustment of extension lever. In a length gauge for duplicate lengths.

These boxes are made in three sizes, and put up with varying sizes of saws, ranging from 22 x 4 in. to 30 x 5 in.

Send for the FREE book "Tool Practice"

Millers Falls Co.
28 Warren Street
New York





Nicholson-made Files are the Standard of File Quality

The entire output of the Nicholson File Company in 1864 was 100 dozen per day. At the present time 16,000 dozen Nicholson-made Files are sold every day and shipped to all parts of the civilized world. Unvarying good quality, coupled with progressive methods and strict specialization, is the cause.

In Canada these are the well-known factory brands made by the Nicholson File Company:—

"AMERICAN" "ARCADE" "GREAT WESTERN" "GLOBE"
"EAGLE" "McCLELLAN" "KEARNEY & FOOT" "J. B. SMITH"

Nearly every file user in Canada has a preference for one or more of these lines above all others. You can stake your reputation upon their absolutely uniform and satisfactory quality.

YOUR JOBBER KNOWS!

Nicholson File Co., - - Port Hope, Ont.



"I Tell You It's A Great Saw."

If you are looking for the best trade in your city add

SIMONDS SAWS

to your stock. All kinds of **Hand Saws, Hack Saws and Cross-Cut Saws**

Simonds Canada Saw Co., Limited
Montreal, P.Q.
St. John, N.B.
Vancouver, B.C.

"Try Us for Service and Quality"

We carry a large stock of **Wholesale Plumbers' Supplies,** from which we can make immediate shipments.

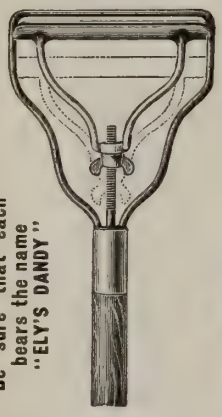
Drop us a card and get FREE copies of Blue Prints for septic tanks.

The John Stevens Co., Ltd.

WINNIPEG.

ELY'S JANITOR MOP

No. 8 for men
No. 21 for women
Others are not just as good



Be sure that each bears the name "ELY'S DANDY"

ELY'S DANDY

Mop Wringer and Bucket COMBINED

Others are not just as good.

Be sure that each bears the name ELY'S DANDY

Made in three sizes, 10 qt., 14 qt. and 22 qt.; guides, posts and step of malleable iron; lever of wrought iron, finished in black enamel; cedar buckets, three hardwood rolls. The most popular mop wringer on the market.



THE O. J. ELY MFG. CO.

ERIE, PA.

Get our catalogue of Mop Sticks, Mop Wringers, Brush Holders, Carpet Beaters, Broom Holders, Etc.



YOUR sales will be materially increased by handling the Aylmer Metallic Ring Sprayer, the best hand pump made in Canada. No soft packing to give you trouble, a pump that gives perfect satisfaction to your customer in every instance.

Write for Prices and Discounts.

The Aylmer Pump & Scale Co., Limited

AYLMER, :: ONTARIO

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality

TRADE 

MARK

The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY

HAMILTON, - ONTARIO

PIONEERS IN THE PACKING BUSINESS

Copper Sheets

M. & L. Samuel, Benjamin & Co.

CORNER KING STREET AND SPADINA AVENUE

TORONTO

BEAR BRAND LAMP BLACKS



Have The Quality That Customers Demand

We are the largest manufacturers of Lamp Blacks, Ivory Blacks, Bone Blacks, Drop Blacks, Mineral Blacks, and Cement Blacks in the world. These products are of one quality—the best, and we aim to keep them so. A trial order will convince you.

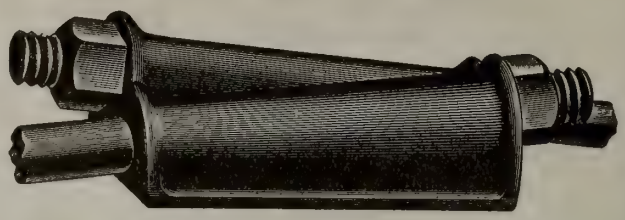
WRITE TO-DAY

WILCKES MARTIN WILCKES CO.

NEW YORK, N.Y., U.S.A.

Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.

TANK LUGS

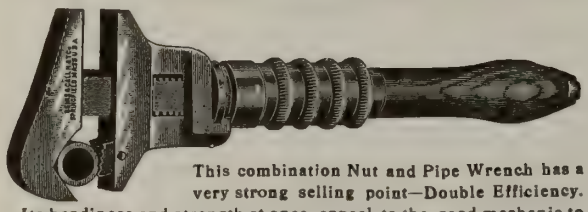


For Round Rods, also Flat Bands on Silos, Tanks, Penstocks, etc. **Malleable Iron,** best quality, all sizes.

OTTERVILLE MANUFACTURING CO., LIMITED

OTTERVILLE, ONTARIO

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO

Springfield, Mass., U.S.A.

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

Canada Foundry Company

LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO	VANCOUVER
OTTAWA	CANADA	ROSSLAND

HARDWARE BUILDERS' SPECIALISTS

Buyers and Exporters for Hardware, Metal, Heating, Paint and Oil Trades.

STRACHAN, OSWELL & CO.

22 St. Mary Axe, LONDON, E.C.

Correspondence Invited.

BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER, METAL SPINNINGS

150,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.

HAMILTON, ONT.

JOSEPH RODGERS & SONS

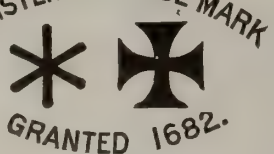
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK



GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

WESTERN ASSURANCE COMPANY

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE, TORONTO, ONT.

Assets over - $3,000,000

Losses Paid Since Organization of the Company, over - 55,000,000.00

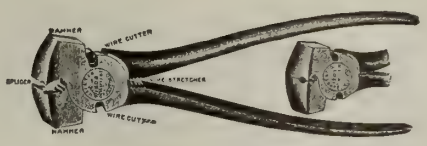
HON. GEO. A. COX, President
W. R. BROCK, Vice-President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

This Is UTICA'S 1909 Staple Puller

Manufactured by the

Utica Drop Forge Co.

Utica, N.Y.



UTICA QUALITY
is known everywhere.

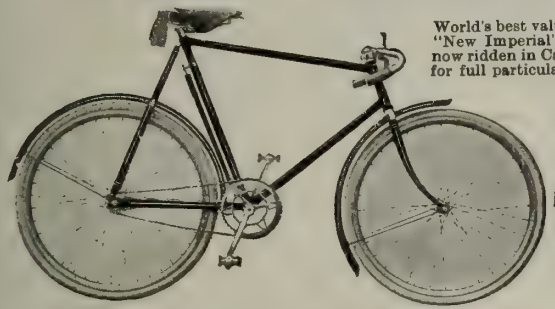
TRADE U TI CA REG. U. S. MARK PAT. OFFICE

All goods carry this trade-mark.

Sold in Canada by

SMITH HARDWARE CO., Limited 240 LEMOINE STREET MONTREAL

"NEW IMPERIAL" CYCLES AND MOTORS



World's best value. Over 2,000 "New Imperial" cycles being now ridden in Canada. Write for full particulars.

Special Models for Canada.

Wholesale Agents: Humphries Bicycle and Motor Co., Toronto. Henderson & Richardson, Board of Trade Bldg., Montreal.

Sole Makers: **New Imperial Cycles, Ltd., Birmingham, Eng.**

Established 25 Years.

SCREW AND STRAP HINGES

for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread. Get our prices.

NUTS

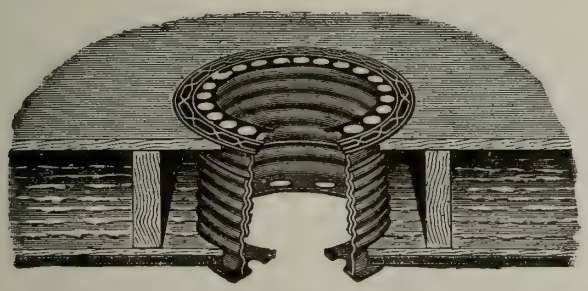
We can ship immediately from stock, Square and Hexagon Sizes for bolts up to 1 1-2 inches thick.

Send us your orders



LONDON, CANADA

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

BLACK JACK

QUICK
CLEAN
HANDY



TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—
3 doz. in case

ED. BRAND Machinery for

Specialist in the Wire Trade for 15 years

472 Moss Lane East
MANCHESTER, ENG.

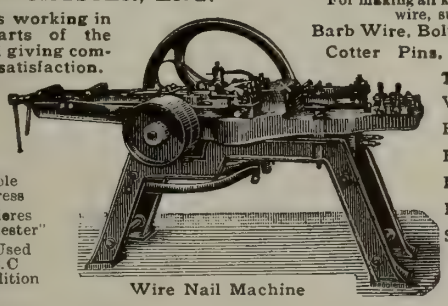
Wire Drawing — Wire Netting
Wire Cutting — Wire Weaving
Wire Testing

AUTOMATIC MACHINES

For making all kinds of articles from wire, such as:

Barb Wire, Bolts, Coach Screws, Cotter Pins, Cut Nails and Tacks, Electric Welded Chains, Furniture Springs, Hinges, Hooks, Locks, Nails, Rivets, Screws, Staples, Wire Nails, Etc., Etc., Etc.

Plants working in all parts of the world giving complete satisfaction.



Wire Nail Machine

Cable Address "Filieres Manchester" Code Used A.B.C 5th Edition

British America Assurance Company

A.D. 1833

HEAD OFFICE, TORONTO

FIRE ASSURANCE

BOARD OF DIRECTORS

Hon. Geo. A. Cox, President. W. R. Brock, Vice-President.
Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox,
Geo. A. Morrow, D. B. Hanna, Augustus Myers,
John Hoskin, K.C., LL.D., Frederic Nicholls, Alex. Laird,
James Kerr Osborne, Z. A. Lash, K.C., LL.D.,
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager

Assets over - - - - - - - $ 2,000,000.00
Losses paid since organization over - 35,000,000.00

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

BABBITT METAL.

SPOONER'S NO HOT BOXES
NON FERROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET, - QUEBEC

CHAPLETS.



ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

CLIPPERS.

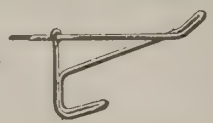


PRIEST'S CLIPPERS THAT'S SUFFICIENT.

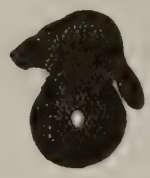
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, NH, US
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

COAT HOOKS.

Ask your Jobber for
GOLD COIN WIRE HAT and COAT HOOKS
Made by
JAMES & REID
Perth, Ont.



EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver
Oil Stones.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.
WRITE FOR SAMPLES AND PRICES
Raymond Bros., London, Ont.

IRON.

IRON and STEEL
OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.
David C. Mitchell & Company,
118 Queen Street, Glasgow, Scotland.

MANUFACTURERS' AGENT.

Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
St. Nicholas Bldg., Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

HINGES.

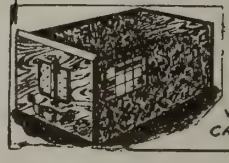


ATLAS STRAP HINGE

Guaranteed stronger than any other strap hinge made from basic wire of the best quality.
Japan finish, Large profit for you.
Write for Samples and Prices.
Atlas Mfg. Co., 121 Water St., New Haven, Conn.

HARDWARE SHELF BOXES

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
51½ Toronto Street, Toronto. 52 Canada Life Bldg., Montreal

Send For Our New Catalog

S M.Co

Most complete line of

SCREW DRIVERS AND SMALL TOOLS

PIONEER TOOLS

The Southington Mfg. Co., - Southington, Conn.

TOOL HOLDERS



OUR OFF-SET **TOOL HOLDERS**



Have extra large head, cutter and screw. A handy, rigid tool for Lathe or Planer. All sizes—Right and Left Hand. Write for Catalog.

ARMSTRONG BROS. TOOL CO.

106 N. Francisco Ave.

CHICAGO U. S. A.

Right Hand

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, General Manager Western Canada

TORONTO



Reproduction of

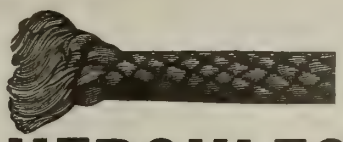
NEW SEYMOUR SHOW CARD

12-in. by 15-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to

Henry T. Seymour Shear Co.

Selling Agents, WIEBUSCH & HILGER, Ltd., New York



HERCULES

SASH CORD

BUY THE BEST

Star Brand Cotton Rope

Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

For Sale by All Wholesale Dealers

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



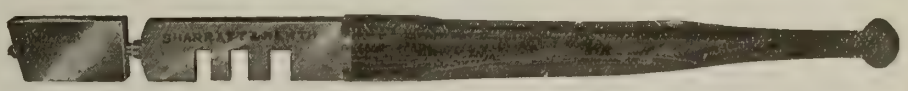
Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

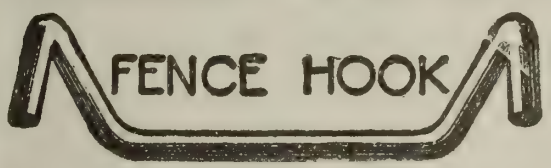
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

"ACME" **are the strongest and sharpest low-priced Shears and Scissors on the market.**

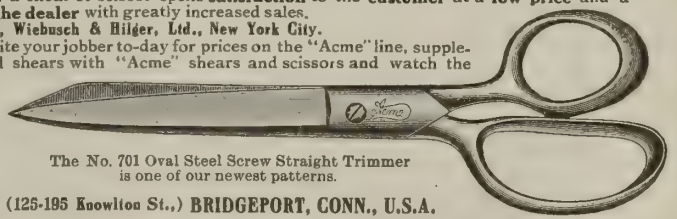
Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why are 30,000 pairs of Acme Shears sold daily to-day?

Because "Acme" on a shear or scissor spells **satisfaction** to the **customer** at a **low price** and a **handsome profit to the dealer** with greatly increased sales.

Special Representatives, Wiebusch & Hilger, Ltd., New York City.

MR. DEALER: Write your jobber to-day for prices on the "Acme" line, supplement your high-priced shears with "Acme" shears and scissors and watch the gratifying results.

Jobbers should write for our W-2 Catalogue, illustrating the most complete line of shears and scissors manufactured.



The No. 701 Oval Steel Screw Straight Trimmer is one of our newest patterns.

THE ACME SHEAR CO., (125-195 Knowlton St.,) **BRIDGEPORT, CONN., U.S.A.**

PEASE HEATING SYSTEMS

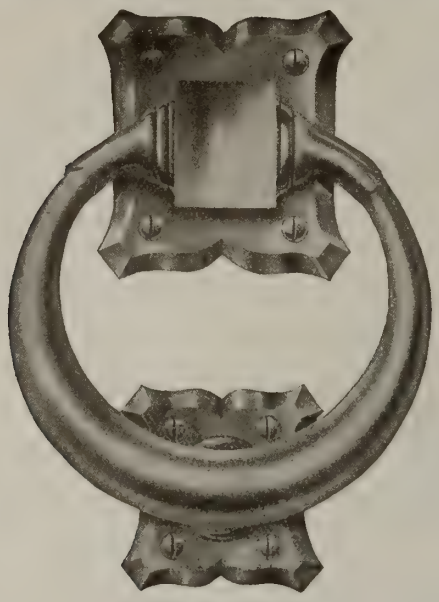
WRITE FOR CATALOGUE & PRICES

PEASE WALDON CO., Limited WINNIPEG

PEASE FOUNDRY COMPANY LIMITED TORONTO

PEASE PACIFIC FOUNDRY, Limited VANCOUVER

Peterboro Hardware



Door Knockers add greatly to the appearance of a door. They are rapidly coming into vogue. Peterborough Door Knockers supplied to match any of our designs. A sample on your show cases will interest customers.

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH, ONT.

SHEET COPPER

Prompt Shipment

Stock or Import

B. & S. H. Thompson & Co.
LIMITED
MONTREAL, QUE.

Why not make 1912 the most profitable saw year in your history?



ATKINS STERLING SAWS

MADE IN CANADA

THEY are Quality Saws. They appeal to the best mechanics and are backed up by an aggressive advertising campaign that pays. Write us for full information. It will cost nothing to at least investigate the merits of this important line. Address

E. C. ATKINS & CO.,
MAKERS OF STERLING SAWS
HAMILTON, ONTARIO

Vancouver Branch, 109 Powell St.
U.S. Factory, Indianapolis, Ind.

Stand any old kind of racket!

There's nothing so handy around house, store or farm as the

BUSTER BROWN
CHILDREN'S EXPRESS WAGON

They're strongly made, easy running and well finished, and are a splendid selling line.

IN 4 SIZES
Write for Prices

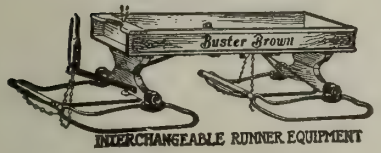
Western Representatives:
JAS. STEWART MFG. CO., LTD.
WINNIPEG, MAN.



NO.1 (SOLID)



NO.1 (SPOKE)



INTERCHANGEABLE RUNNER EQUIPMENT



NO.2 (SPOKE)

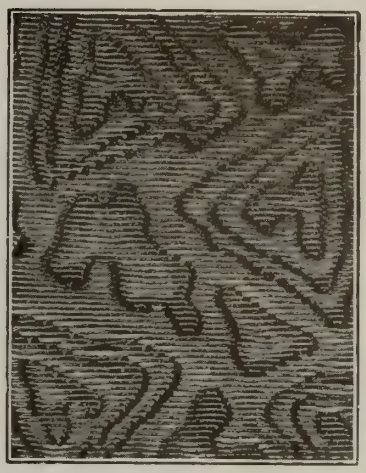


NO. 3 (SPOKE)

The Woodstock Wagon & Mfg. Co., Limited
WOODSTOCK, - ONTARIO

A new glass for office partitions, having the appearance of watered silk.

Get Our Prices.



Can be used in any position where an artistic effect is desired.

Ask For Samples.

Max-Silk Glass

We also handle
EASY SET BARS DOBBIN'S DAYLIGHT BARS
NU-PLAN SIDEWALK PRISM

The Consolidated Plate Glass Company
of Canada (Limited)
MONTREAL TORONTO WINNIPEG

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

F. E. MYERS & BRO.
ASHLAND, OHIO

PUMPS OF ALL KINDS
HAY UNLOADING TOOLS
BARN DOOR HANGERS
guaranteed by our reputation for fair dealing.

The name means "QUALITY"
LOOK FOR THE NAME MYERS

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

Steel Sheets for Deep Stamping and Enamelling Purposes

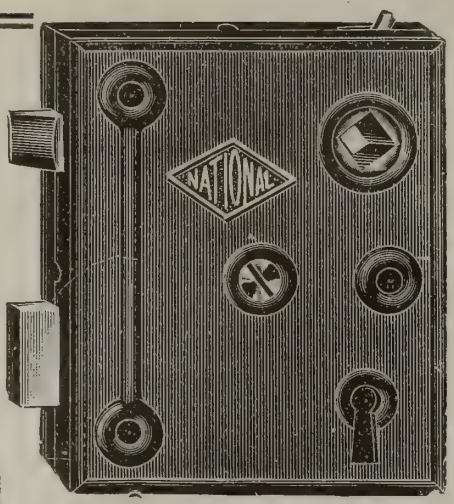
"Comet Brand"

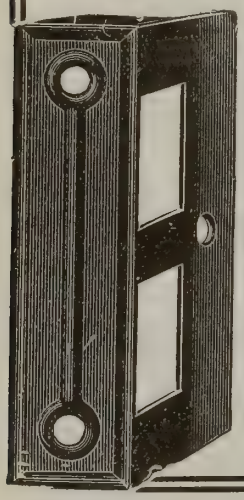
Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers
W. Gilbertson & Co., Limited
Sole Canadian Sales Agent
ALEXANDER GIBB
St. Nicholas Bldg. - Montreal

National Steel Rim Locks

are noted for their strength, durability and efficiency.





Safety Demands a Good Lock

The "**NATIONAL**" **Locks** are built for strength and safety, the highest quality steel being used in their manufacture. They are made to meet the requirements of your highest class trade.

The "National" Lock is the only steel rim lock made in Canada, but sells at a medium price.

Let us hear from you.

NATIONAL HARDWARE COMPANY, LIMITED
ORILLIA, ONTARIO, CANADA

THE 4 CARDINAL VIRTUES OF THE FOX FLOOR SCRAPING MACHINE

1. **Simple of Construction.**
2. **Easy to Operate.**
3. **Leaves a Perfect Finish.**
4. **Inexpensive.**

Every Fox Scraper is guaranteed to do perfect work.

Manufactured by

FOX SUPPLY CO.
112 King Street
BROOKLYN, WIS.



THE FOX FLOOR SCRAPER IS SOLD BY:—

The E. Cavanagh Co., Ltd.
Montreal

The James Walker Hardware Co., Ltd.
Montreal

Durand Hardware Co.
Montreal

Frothingham & Workman, Ltd.
Montreal

Prompt deliveries will be made.
Write for Catalogue and Prices.



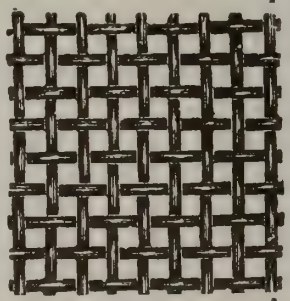
GOODS THAT LAST

WHEN YOU ARE IN THE MARKET FOR

Wire Cloth

Perforated Sheet Metals
General Wire and Iron Work

Consult us. We have goods that have a clean record, ensuring the buyer his money's worth and the dealer a good profit.



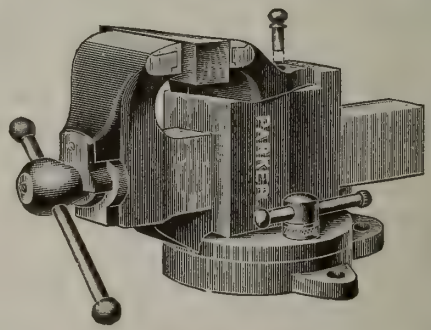
Do not hesitate about sending us your order or specify our goods when ordering through your Jobber.

Have you a copy of our new catalogue?

Canada Wire and Iron Goods Company
HAMILTON, ONT.

We Specialize in all kinds of Steel Cells, Steel Work, Etc., for Prisons, Jails and City Lockups.

PARKER'S
Swivel
VICTOR VISES



Quick Working — Convenient

Mechanics should use this vise because it saves time and money.

With it any piece of work can be instantly grasped by one motion of either the right or left hand.

The Solid Steel Strengthening Bar is a great feature that prevails in all our vises, also the **solid under portion of front jaw.** Quality guaranteed.

Get full particulars.

The Charles Parker Co.
MERIDEN, CONN., U.S.A.

Personal Chat With You About Ourselves

GETTING RESULTS.

It will be remembered that the front cover of Hardware and Metal, issue of February 3, contained a striking advertisement of the new line of High Speed Bits, manufactured by the Tobin Arms Mfg. Co., Woodstock, Ont.

Mr. Tobin told us at the hardware convention in Guelph, two weeks later, that it was the most resultful trade paper advertising he had ever done.

Even at that, the advertisement in question, undoubtedly brought results which did not come to Mr. Tobin's attention.

In this connection, a letter just received from V. J. Brown, our Maritime Province representative, should interest every business man who has anything to sell the Canadian hardware trade. Mr. Brown says:

> "Mr. Norman Zwicker of Lunenburg, N.S., told me to-day that he placed an order for auger bits with Tobin Arms Mfg. Co., after seeing their advertisement in Hardware and Metal.
>
> "The advertisement was illustrated and he told me he placed the order as the result of having seen the ad., the firm's traveler being around about two days after the advertisement appeared."

This incident illustrates one of the greatest services performed by a good trade paper, such as Hardware and Metal. It co-operates with the salesmen of its advertisers introducing them in advance, and making it easier for them to secure orders.

Mr. Zwicker didn't sit down and write the Tobin Arms Mfg. Co., asking them to send him a catalogue. The records of the Tobin Arms Mfg. Co., would not credit Hardware and Metal with an inquiry from Mr. Zwicker, and that is the way some firms count results from advertising.

But the sales books of the Tobin Arms Mfg. Co. show that Mr. Zwicker actually bought their auger bits, and Mr. Zwicker says that the advertisement in Hardware and Metal influenced him to place the order.

If the firm use him right, and supply him with first-class goods (as they no doubt will), he will probably be a permanent quantity buyer of Tobin High Speed Bits.

BEST TRADE PAPER ON THE CONTINENT.

An experienced advertising man, who has been in close touch with trade papers both in Canada and United States, recently made a very significant statement to one of our representatives.

Said he: "My experience has forced me to the conclusion that Hardware and Metal covers its field more thoroughly and has the confidence of its readers more completely than any other trade paper on the continent, bar none."

This statement is worth analysing. Every manufacturer or jobber of goods sold through the hardware trade, should weigh it carefully and make the most searching investigation into the position occupied by Hardware and Metal, among Canadian hardwaremen.

If it is found, upon inquiry, that Hardware and Metal is regarded by wholesale and retail hardwaremen as the prime authority on all matters pertaining to the Canadian hardware trade; if readers of the paper state that they are guided in the conduct of their business by the suggestions and advice contained in Hardware and Metal; if they look for our weekly market reports to assist them in buying right—then Hardware and Metal obviously merits first consideration in the placing of advertising to the Canadian hardware trade.

Published weekly under progressive management for nearly 24 years, Hardware and Metal has deserved and gained a prestige in the Canadian hardware trade which enables us to offer an absolutely unique advertising service to manufacturers or wholesalers desirous of securing distribution through Canadian hardware stores.

"Hardware and Metal is the only business paper we cannot do without," remarked a dealer in an Alberta city to a hardware traveler, a few weeks ago.

READING H. & M. IN THE STREET CAR.

We know one manufacturer of a staple article sold by hardwaremen, who has been persuaded that street car advertising is the most profitable kind for him.

If he had been with the Montreal Editor of Hardware and Metal on a Windsor car the other day, his faith in street car advertising might have been shaken, if not actually shattered.

Seated in the car was the manager of one of Canada's largest hardware stores, industriously reading the latest issue of Hardware and Metal.

It is more than likely that the ceiling of the car, resplendent as it was with advertisement of Massage Cream, Holeless Hosiery, and Masticated Breakfast Food, had not the slightest fascination for the hardware man.

At any rate, it was not until he was saluted by the editor that his attention was diverted from the pages of Hardware and Metal.

Getting into conversation with the editor, he proceeded to discuss several items which had aroused his interest in the paper, among others, an article on "turning over stock." He also spoke about the reliable predictions which had been made in the columns of Hardware and Metal regarding prices of white lead, and other commodities.

That man is an exceedingly large buyer. His name, if mentioned, would be familiar to nearly every hardware manufacturers in Canada and United States. The fact that he thinks enough of Hardware and Metal to take it home for careful perusal, is a good indication of Hardware and Metal's standing in the Canadian hardware trade.

Whenever you Want

To SELL A BUSINESS

BUY A BUSINESS

HIRE A CLERK

LOCATE A NEW POSITION

or get into touch with the whole hardware trade for any other purpose—try a Hardware and Metal Want Ad.

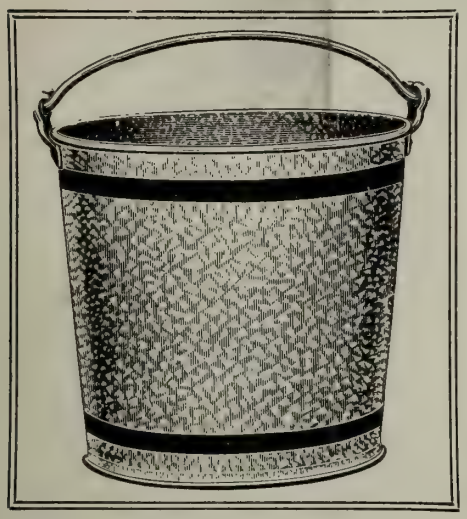
Rates, payable in advance:

2 cents per word first insertion
1 cent per word subsequent insertions
5 cents additional each insertion when box number is required.

For a few cents you can introduce your proposition to nearly everyone interested in the Canadian Hardware Trade.

THE BLUE BAND IDENTIFIES IT AS A HAMILTON BUCKET OR NIOBE PAIL

The Best on Earth

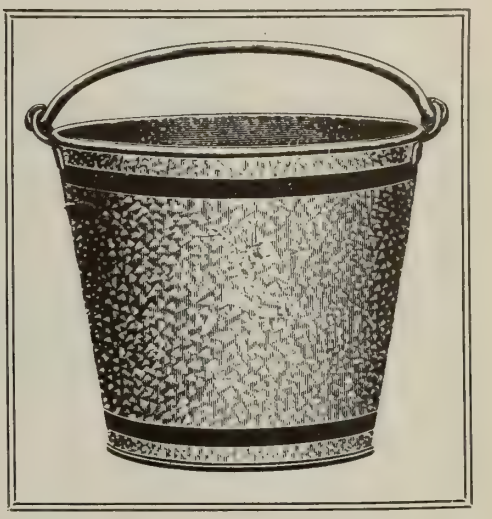


Get the right color and you will have the "WRIGHT" goods.

These Buckets and Pails are extra heavy, and suitable for use by contractors, railroads, boats, city corporations, etc.

Each Pail is made from *two* blanks, thus having only *two* side seams. The bottom cannot fall out, and the pails are guaranteed not to leak.

Write us for further particulars and price.



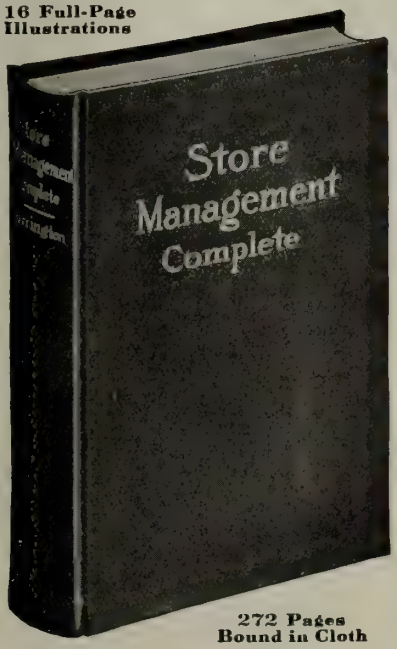
E. T. Wright & Co.

(H. G. WRIGHT)

HAMILTON -:- -:- CANADA

Store Management—Complete

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK
BY
FRANK FARRINGTON

A Companion Book to
Retail Advertising Complete

$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—**THE STORE POLICY**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

TECHNICAL BOOK DEPARTMENT
143-149 University Ave., - Toronto, Canada

It Does Sift Ashes Without Dust

and with practically no extra effort

SAVES GOOD FUEL



HOLLAND FURNACE COMPANY
HOLLAND - MICHIGAN
Sole Manufacturers and Patentees

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a Want Ad. in this paper.

A Trial Will Convince You

that there are good profits and complete satisfaction in selling our

BUILDERS' HARDWARE



Our line of Builders' Hardware includes **Butt Hinges, Strap Hinges, Hasps,** etc.

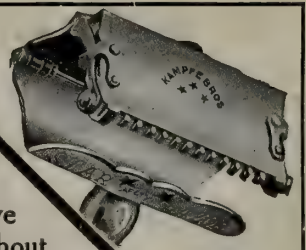
We use only the very best materials and employ only expert workmen.

Do not hesitate—send us a trial order at once. We **guarantee satisfaction** or refund the **money.**

Write for Catalog.

COWAN & BRITTON
GANANOQUE, ONT.

STAR
Safety Razor



The only safety with a barber's blade. It will give satisfaction for years without additional cost.

We are receiving many inquiries from Canada for STAR goods. We give these to our dealers whenever possible. Our national advertising is making the demand greater daily.

Many dealers are dressing their windows with STAR goods and display matter. It draws to their stores the purchasers of STARS created by our advertising. Are you one of these dealers?

Write us for display matter of all kinds and for 1912 Catalog of



STAR Safety Razors
STAR Shaving Brushes
STAR Diagonal Grooved Strops
STAR Automatic Stropping Machines
STAR Safety Corn Razors

Your jobber will supply you

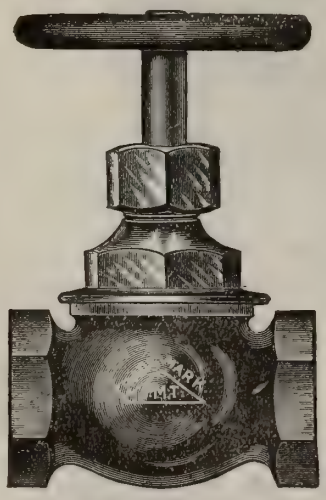
Kampfe Bros.
12-14 Reade Street
NEW YORK CITY

Do Not Lose a Sale

because you cannot meet the Engineers' Requirements—keep a line of "MORRISON'S"

GUARANTEED ENGINEERS' GOODS

in stock and be prepared.



J.M.T. VALVES

Made from the very best material and the construction is strictly up-to-date in every respect.

Backed by our guarantee and a long retained reputation for **durability, efficiency** and **economy.**

Our **Engineers' Goods** are **real profit producers** which never fail to give satisfaction.



J.M.T. INJECTORS

Write for illustrated catalogue on complete line, also prices

The James Morrison Brass Mfg. Co., LIMITED

93-97 Adelaide Street West -::- -::- **TORONTO**

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Acme Shear Co. 85
American Grinder Co. 72
American Shearer Co. 84
Armstrong Bros. Tool Co. 12 85
Atkins & Co., E. C. 86
Atlas Mfg. Co. 84
Aylmer Pump & Scale Co. 80
Auto Controller Co., The 76

Barber Asphalt Paving Co. 26
Barker, D. J., & Son 16
Barnett, G. & H. Co. 76
Barton Netting Co. 74
Belleville Hdwe. & Lock Co. 71
Bemis & Call Hdwe & Tool Co... 80
Berry Bros., Ltd. 71
Bissell Carpet Sweeper Co. 27
Bosse & Banks 84
Bowser, S. F., & Co., Ltd. 53
Bradstreets 85
Brandram-Henderson, Ltd. 51
Bridgeport Hdwe. Mfg. Co. 16
British America Assurance Co. 83
Brown Boggs Co., Ltd. 20
Buck Stove Co., Wm. 16
Buffalo Mfg. Co. 72
Burrow Stewart & Milne 18
Burgess Norton Co., The 5
Burmeister & Wain's Export Co., Ltd. 9

Cameron & Campbell 84
Canada Cement Co. 22
Canada Foundry Co. 82
Canada Glue Co. 31
Canada Metal Co. 9
Canada Steel Goods Co. 8
Canada Wire & Iron Goods Mfg. Co. 88
Canadian Copper Co. 73
Canadian National Exhibition 4
Can. Fairbanks-Morse Co., Ltd. ... 2
Canadian Ferrosteel Co. 18
Canadian Hart Wheels 78
Canadian Tube & Iron Co. 17
Can. Heating & Ventilating Co..... 15
Caverhill, Learmont & Co. 29
Cavers Bros. 77
City of Leipzig 81
Cheney & Sons, S. 84
Chicago Spring Butt Co. 1
Consolidated Plate Glass Co..... 87
Crawford Co., W. C. 13
Cummings, Jas. H., & Co..Back cover
Cummer-Dowswell, Ltd. 21

Davidson, Thos., Mfg. Co. 8
Delta File Works 27
Deming Co., The 78
Directory of Manufacturers 84
Dominion Cartridge Co. 32
Dorkin Bros. 26
Double Claw Hammer Co. 1
Dougall Varnish Co. 67
Dreis, Edward 25

Ely Mfg. Co., Theo. J. 80
Enterprise Enamel Co. 85

Findlay Bros. 16
Ford Auger Bit Co. 73
Fox Supply Co. 88

Galt Art Metal Co. 4
Garlock Packing Co. 81
Gibb, Alexander 84 87
Gilbertson & Co., W. 83
Gillette Safety Razor Co. ..... Inside front cover
Goodell-Pratt Co. 77
Grand Rapids Hdwe. Co. 70
Greening, B., Wire Co. 20
Gutta Percha & Rubber Mfg. Co., Inside back cover

Hall Zryd Fdry. Co. 14
Hamilton Brass Mfg. Co. 17
Hamilton Cotton Co. 85
Hamilton & Son, C. J. 23
Hamilton Stamp & Stencil Wks.... 78
Harrington & Richardson Arms Co.. 30
Harris, J. W., Co. 74
Heinisch, R., Sons Co. 55
Henderson & Richardson 68
Hills, Allan, Edge Tool Co., Ltd.... 24
Holland Furnace Co. 91
Howland, H. S., Sons & Co. 7
Hunt Helm Ferris Co. 27
Hutton, Jas., & Co. 82

Independent Cordage Co., Ltd. 10
Imperial Varnish & Color Co. 49
International Varnish Co. 69

James & Reid 78
Jamieson & Co., Ltd., R. C. 57
Jardine, A. B., & Co. 87
Jenkins & Hardy 84

Laidlaw Bale Tie Co. 74
Lamplough, F. W. 79
Leslie, A. C., & Co. 31
Lewis Bros., Ltd. 3
Lloyd, Ed. 81
London Bolt & Hinge Works 83
London Foundry Co. 74
London Rolling Mill Co. 73
Lowe Bros., Ltd. 49
Lufkin Rule Co. .....Inside back cover
Lundy Shovel & Tool Co. 30

McArthur, Alex., & Co. 55
McAvity & Sons, T. 55
McClary Mfg. Co. 12 25
McDougall, R., Co. 72
McGlashan-Clarke Co., Ltd. 74
McKinnon Chain Co. 76
Magnolia Metal Co. 28
Maple City Mfg. Co. 71
Marble Arms & Mfg. Co. 4
Martin-Senour Co. 67
Maxwell, D., & Sons 76
May & Padmore, Ltd...inside back cover
Meakins & Son 68
Metal Shingle & Siding Co. 21 83
Millers Falls Co. 19
Mitchell & Co., David 84
Moore & Co., Benjamin 57
Morris & Bailey Steel Co. 70
Morrison Brass Mfg. Co., Jas..... 84
Myers & Bro., F. E. 87

National Acme Mfg. Co. 24
National Hardware Co. 88
New Imperial Cycles, Ltd. 83
Newman, W., & Sons 84
Nicholson File Co. 79
Nickel Plate Stove Polish Co..... 83
Norsworthy, C., & Co., Ltd..... 17
Nova Scotia Steel & Coal Co..... 87
North Bros. Mfg. Co. 1

Oakey, John, & Son 73
Ohio Foundry Co. 18
Ontario Lantern & Lamp Co., Ltd. 68
Otterville Mfg. Co. 82

Parker, Chas., Co. 88
Parmenter Bullock Co., The 84
Paterson Mfg. Co. 28
Pease Fdry. Co. 85
Peterborough Lock Co. 86
Pittsburg Lamp, Brass & Glass Co., The 4
Pinchin-Johnson & Co., Ltd. 53
Pink, Thos. 19
Pratt & Lambert 66

Ramsay, A., & Son Co. 60
Raymond Bros. 84
Remington Arms - Union Metallic Cartridge Co. 32
Renfrew Scale Co. 78
Robertson Mfg. Co., Ltd., P. L.... 88
Rogers, Alfred, Ltd. 12
Rogers, Henry, Sons & Co...Front cover
Ross Rifle Co. 88

Samuel, M. & L., Benjamin & Co. 81
Schramberger Uhrfedernfabrik 27
Seymour, Henry T., Shear Co. 85
Sharratt & Newth 85
Shaw, A., & Son 85
Sheet Metal Products Co. 2
Sherwin-Williams Co. of Can..... 65
Shurly-Dietrich Co., Ltd. 17
Simonds Canada Saw Co. 80
Smart Mfg. Co., The James 13
Smith Hardware Co. 83
Southington Mfg. Co. 85
Spear & Jackson, Ltd. 77
Spooner, Alonzo W., Ltd. 84
Standard Chain Co. 70
Standard Mfg. Co. 16
Standard Paint & Varnish Co..... 59
Standard Rule & Level Co. 23
Steel Co. of Canada, Ltd. 6
Stephens, G. F., & Co. 57
Stevens, Hepner Co., Ltd. 70
Stevens Co., Ltd., The Jno..... 80
Still, J. H. .....Inside back cover
Strachan Oswell & Co. 82
Stratford Mfg. Co. 79

Tallman Brass & Metal Co. 82
Thompson, B. & S. H. 86
Toronto Plate Glass Importing Co. 55
Townsend & Co., S. P. 23

Utica Drop Forge Co. 77
Utilities, Limited 81

Want Ads. 58
Walker Bin & Store Fixture Co. ... 5
Ware Mfg. Co. 74
Western Distributors, Ltd. 84
Western Wire & Nail Co. 85
Wheeler & Bain 23
White Mop Wringer Co. 73
Whitman & Barnes Mfg. Co. 75
Wilckes-Martin-Wilckes Co. 82
Winnipeg Ceiling & Roofing Co. 72
Winnipeg Paint & Glass Co., Ltd. 59
Wright, E. T., & Co. 83

Yale & Towne 10 11

A Good Year-round Seller !!

is within your reach. Seize this opportunity to stock

The "Tweed" Sanitary Chemical Closet

It will bring you surprising results

Bottom and top stamped out of 20 gauge Galvanized Steel and is very strong, durable, attractive and guaranteed to be absolutely sanitary, and to satisfy every user or money refunded. The only closet with closed-in top.



Up-to-date facilities and special machinery enable us to produce these superior grade closets at a very low price.

We will help you to get started by sending you circulars, talking points, or an expert salesman and cut for local advertising.

Large stock on hand, can ship promptly. Get after summer resort business.

Write for Catalogue.

THE

Steel Trough and Machine Co., Ltd.

TWEED - - ONTARIO

STOCKED IN WEST BY:—The J. H. Ashdown Co., Ltd., Winnipeg, Saskatoon and Calgary; Gordon & Son, Eburne, B.C.

The Corona Roaster

YIELDS A GOOD PROFIT



Housewives appreciate this roaster because it is as easily kept clean as a dinner plate. The hard, glossy enamel cannot crack or chip off.

Can be used for roasting any kind of meats, and is fully adapted to meet the requirements of a perfect roaster. The double air jacket is all made of the one piece of steel.

WE HELP YOU MAKE SALES

by supplying advertising matter.

Don't miss a chance to procure this ideal trade winner. Let us send you a trial order. Full directions accompany each roaster.

We manufacture a big line of well-known Enameled steel ware in "Corona" and "White Star" and other Brands.

The Enterprise Enamel Co.

BELLAIRE, OHIO

CLASSIFIED LIST OF ADVERTISEMENTS

Abrasive Wheels
London Emery Works, London, Eng.
Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Wheels, Hamilton.

Aluminum Ware
Hero Mfg. Co., Philadelphia.
Northern Aluminum Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
Ware Mfg. Co., Toronto.
Wondershine Limited, Toronto.

Ammunition
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York.

Animal Traps
Oneida Community Ltd., Oneida, N.Y.

Anchors
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.

Auger Bits
Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.
Tobin Arms Mfg. Co., Woodstock.

Babbitt Metal
Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
Tallman Brass & Metal Co., Hamilton.

Bar Iron
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.

Bale-Ties
Laidlaw Bale-Tie Co., Hamilton, Ont.

Bar Urns
Buffalo Mfg. Co., Buffalo, N. Y.

Bath Room Fittings
Buffalo Mfg. Co., Buffalo, N.Y.
S. Sternau & Co., Brooklyn, N.Y.

Belting
Dominion Belting Co., Ltd., Hamilton
Sadler & Haworth, Montreal.

Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Co., Toronto.

Bird Cages
E. T. Wright & Co., Hamilton.

Binder Twine
Plymouth Cordage Co., N. Plymouth, Mass.

Bolts and Nuts
London Bolt and Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.
National Acme Mfg. Co., Montreal.

Boilers and Radiators
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.

Bolts—Expansion
Star Expansion Bolt Co., New York.

Brackets Shelf
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
Stanley Works, New Britain, Conn.

Brass Goods.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton
Stover Mfg. Co., Freeport, Ill.

Brass, Sheets, Tubes and Rods.
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton

Brushes.
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.

Bridle Rings—Galvanized, Brass and Plain.
Star Expansion Bolt Co., New York.

Builder's' Tools and Supplies.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lufkin Rule Co., Saginaw, Mich.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., N. Britain

Builders' Hardware.
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia,
Peterborough Lock Mfg. Co., Peterborough.

Butts.
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain, C.

Cans
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., Toronto.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

Carriers, Cash and Parcel
Hamilton Brass Mfg. Co., Hamilton.

Carpet Sweepers
Bissell Carpet Sweeper Company, Grand Rapids, Mich.

Carriage Heaters
Chicago Flexible Shaft Co., Chicago.

Carriage Springs and Axles
Guelph Spring and Axle Co., Guelph.

Cartridges
Dominion Cartridge Co., Montreal.

Cash Registers
National Cash Register Co., Toronto.

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Cement
Canada Cement Co., Montreal, P.Q.
Alf. Rogers, Ltd., Toronto.
B. & S. H. Thompson & Co., Montreal

Churns
Connor, J. H., & Sons, Ottawa, Ont.
Cummer--Dowswell Ltd., Hamilton, Ont
Maxwell, David, & Sons, St.Mary's, Ont

Chafing Dishes
Buffalo Mfg. Co., Buffalo.
S. Sternau & Co., Brooklyn, N.Y.

Chaplets
S. Cheney & Son, Manlius, N.Y.

Chicken Coops.
Triangle Mfg. Co., Freeport, Ill.

Clippers—All Kinds
American Shearer Mfg. Co., Nashua,NH
Chicago Flexible Shaft Co., Chicago.
Coates Clipper Mfg. Co., Worcester, Mass.

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines
Cummer--Dowswell Ltd., Hamilton, Ont
Hamilton Cotton Co., Hamilton.

Clothes Wringers
Cummer--Dowswell Ltd., Hamilton, Ont
American Wringer Co., New York City
Lovell Mfg. Co., Erie, Pa.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Cordage
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Cow Ties
Greening, B., Wire Co., Hamilton.
McKinnon Dash and Metal Co., St. Catharines.
Oneida Community, Ltd., Niagara Falls

Cuspidors
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co., Montreal
Crookes, Jonathan & Son.
Dorken Bros. & Co., Montreal.
Greeff, Bredt Co., Toronto.
Henderson & Richardson, Montreal.
Heinisch's, R., Sons Co., Newark,N.J.
Howland, H. S., Sons & Co., Toronto
Hutton, Jas., & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.

Door Bolts.
Montreal Hdwe. Mfg. Co., Montreal.

Door Checks.
Wm. Keating, Toronto.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.

Door Hangers.
F. E. Myers & Bro., Ashland, O.
Richard Wilcox Mfg. Co., Aurora, Ill.

Door Springs.
Stover Mfg. Co., Freeport, Ill.

Drawer Pulls.
P. & F. Corbin, New Britain, C.
Stover Mfg. Co., Freeport, Ill.

Drills, Brick and Stone.
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.

Drills—High Speed
Alexander Gibb, Montreal.

Drinking Cups
Hero Mfg. Co., Philadelphia.

Dry Batteries
Canadian Carbon Co., Winnipeg.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.

Emery or Corundum Wheels
The Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Wheels Limited, Hamilton, Ont.
London Emery Works, London, Eng.

Electric Fixtures
The Barton-Netting Co., Ltd, Windsor Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Emery Cloth
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Emery Wheels.
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Enameled Ware
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
McClary's, London, Ont.

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Fencing—Woven Wire
The Steel Co. of Canada, Ltd., Hamilton.
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor, Banwell & Co., Walkerville.

Files and Rasps
Barnett Co., G. & H., Philadelphia, Pa
Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.

Firearms and Ammunition
Harrington & Richardson Sons Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
Tobin Arms Mfg. Co., Woodstock.

Fire Escapes
Canada Foundry Co., Ltd., Toronto.
Dennis Wire & Iron Co., London.

Fire Grates.
Ohio Foundry & Mfg. Co., Steubenville, O.

Fine Irons
Stover Mfg. Co., Freeport, Ill.

Fire Place Furnishings
The Barton-Netting Co., Ltd., Windsor, Ont.

Flint Paper
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Food Choppers
Enterprise Mfg. Co., Philadelphia.
D. Maxwell & Sons, St. Mary's.

Foot Warmers
Chicago Flexible Shaft Co., Chicago.

Forgings
Steel Co. of Canada, Limited, Hamilton.

Furnaces, see Stoves

Galvanizing
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd, Hamilton.

Galvanized Iron
W. Gilbertson & Co., Ltd., Alex. Gibb, Montreal, Agent.
Henderson & Richardson, Montreal.
John Lysaght, Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.

Gas Fixtures
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto

Glass
Hobbs Mfg. Co., London.
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg
Consolidated Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
B. & S. H. Thompson & Co., Montreal.

Glass, Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.

Glass Paper
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Glass, Wired
Hobbs Mfg. Co., London.
Toronto Plate Glass Imp. Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto

Glaziers' Diamonds
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.

Glue
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.

Grinding Machinery.
London Emery Works, London, Eng.

Grindstones
Richards-Wilcox Mfg. Co., Aurora, Ill.
American Grinder Mfg. Co., Milwaukee.

Guns
Harrington & Richardson Arms Co. Worchester, Mass.
Tobin Arms Mfg. Co., Woodstock, Ont.
C. J. Hamilton & Son, Plymouth, Mich.

Hammers
Stover Mfg. Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles
Still, J. H., Mfg. Co., St. Thomas.
W. C. Crawford Co., Tilbury.

Hardware, Metal Window.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.

Hay Unloading Tools
F. E. Myers & Bro., Ashland, Ohio.

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananoque.
Montreal Hardware Co., Montreal.
The Stanley Works, New Britain, Conn.

Hinges, Spring
Chicago Spring Butt Co., Chicago.
Standard Mfg. Co., Shelby, Ohio.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
St. Marys Wood Specialty Co., St. Marys.

Hooks
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Stover Mfg. Co., Freeport, Ill.

Hoop Iron
The Steel Co. of Canada, Ltd., Hamilton.

Hoops—Steel and Wire
Laidlaw Bale-Tie Co., Hamilton, Ont.

Horseshoes and Nails
Steel Co. of Canada, Ltd., Hamilton

Ice Cream Freezers
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg

Ice Cutting Tools
North Bros. Mfg Co., Philadelphia, Pa

Iron and Steel Bars
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton
London Rolling Mill Co., London.

Iron Pipe
Steel Co. of Canada, Ltd., Hamilton.
Canada Tube & Iron Co., Montreal.

Iron Pumps
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
Red Jacket Mfg. Co., Davenport, Iowa
F. E. Myers & Bro., Ashland, Ohio.

Knife Polish
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Ladders, Step.
Otterville Mfg. Co., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.

Ladders—Shelf
Hamilton Brass Mfg. Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Lamps, Acetylene
Maple City Mfg. Co., Monmouth, Ill.

Lampblack
The L. Martin Co., New York.
Wilckes Martin Wilckes Co., New York

Lanterns
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.

Lawn Fencing
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
McGregor Banwell & Co., Walkerville
Banwell Hoxie Wire Fence Co., Hamilton.

Lawn Mowers
D. Maxwell & Sons, St. Mary's, Ont.
Supplee Hardware Co., Philadelphia
Clipper Lawn Mower Co., Dixon, Ill.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.

Lawn Swings
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Lightning Rods
Hamilton Brass Mfg. Co., Hamilton, Ont.

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools
Pink, Thos., & Co., Pembroke, Ont

Manufacturers' Agents
Gibb, Alexander, Montreal.
McIntosh, H. F., & Co., Toronto.
Western Distributors Ltd., Saskatoon.

Mantels and Grates
The Barton-Netting Co., Ltd., Windsor, Ont.

Match Boxes
Stover Mfg. Co., Freeport, Ill.

Metals
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
McKechnie Bros., Birmingham, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
Tallman Brass & Metal Co., Hamilton
Thompson, B. & S. H. & Co.,Montreal

Metal Lockers
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.
John C. Wilson, Ottawa.

Metal Stove Fronts
Canada Foundry Co., Ltd., Toronto.

Mop Holder
Theo. J. Ely Mfg. Co., Erie, Pa.

Mop Wringers
Theo J. Ely Mfg. Co., Girard, Pa.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.

Nails, Wire
Laidlaw Bale-Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. C., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton.

Oilers
Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E. T. & Co., Hamilton, Ont.

Oil Stones
Canadian Hart Wheels, Hamilton, Ont
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Oil Tanks
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont

Packing
Garlock Packing Co., Hamilton, Ont.

Paints, Oils, Varnishes
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover
Chadeloid Chemical Co., New York.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.

Perforated Sheet Metals
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Samuel Benjamin & Co., Toronto.
A. C. Leslie & Co., Montreal.

Pipe, Wrought Lead and Galvanized
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pliers
Henderson & Richardson, Montreal.
Smith Hardware Co., Montreal.

Poultry Netting
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Pruning Knives
International Tool Co., Detroit.

Pumps
Canada Foundry Co., Ltd., Toronto.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Red Jacket Mfg. Co., Davenport, Iowa.

Pumps, Power
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.

Rat Traps
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.

Razors
Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Kampfe Bros., New York.

Razor Blades.
Schramberger, Uhrfedernfabrik, Schramberg, Germany.

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton.
Carborundum Co., Niagara Falls, N.Y.

Razor Strops
J. R. Torrey & Co., Worcester, Mass.

Registers
Jas. Stewart Mfg. Co., Woodstock, Ont.
Canadian Ferrosteel Co., Bridgeburg.

Rivets
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies
Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
Canadian Supply Co., Toronto.
Dominion Roofing Co. of Canada, Ltd., Toronto.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg.

Rope
Independent Cordage Co., Toronto.

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.

Saws
Atkins, E. C., & Co., Indianapolis, Ind.
Disston, Henry, & Sons, Philadelphia.
Drabble & Sanderson, Sheffield, Eng.
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

Scales
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Renfrew Scale Co., Renfrew, Ont.

Screen Door Sets
P. & F. Corbin, New Britain, Conn.
Stanley Works, New Britain, Conn.

Screws, Nuts, Bolts
National Acme Mfg. Co., Montreal.
Steel Co. of Canada, Limited, Hamilton.

Screws, Wood
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Hamilton.

Scythe Stones
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors
Acme Shear Co., Bridgeport, Conn.
R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
J. Wiss & Sons Co., Newark, N.J.

Shelf Boxes
Cameron & Campbell, Toronto.

Shellacs
Berry Bros., Walkerville.

Shovels and Spades
Spear & Jackson, Sheffield, Eng.

Sieves and Screens
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silverware
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.

Sporting Specialties.
Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Cavers Bros., Galt, Ont.
T. Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.
Spramotor Co., London.

Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.

Spring Hinges, Etc.
Chicago Spring Butt Co., Chicago, Ill.
Standard Mfg. Co., Shelby, Ohio.

Stains, Shingle
Berry Bros., Walkerville.

Stains, Wood
Berry Bros., Walkerville.

Staples
B. Greening Wire Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton.

Steel—High Speed
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.

Steel—Cold Rolled Strip
Morris & Bailey Steel Co., Pittsburg.

Steel Wire Hoops
Steel Co. of Canada, Ltd., Hamilton.

Stencils
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont.
Herod Machine & Stamping Co., Brantford.

Store Ladders
Hamilton Brass Mfg. Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Stoves, Furnaces
Burrow, Stewart & Milne Co., Hamilton.
Findlay Bros., Carleton Place.
Clare Bros. & Co., Preston.
Holland Furnace Co., Holland, Mich.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Picton.

Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.
McClary Mfg. Co., London, Ont.

Tacks
The Steel Co. of Canada, Ltd.,Hamilton.

Tapes
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor, Ont.

Tin Plate
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
M. & L. Samuel, Benjamin & Co., Toronto.

Tools
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Armstrong Bros. Tool Co., Chicago.
Robt. Sorby & Sons, Sheffield.
Stanley Rule & Level Co., New Britain.
International Tool Co., Detroit.

Tools—Metal Workers'
Brown-Boggs Co., Hamilton.

Tool Grinders
American Grinder Mfg. Co., Milwaukee Wis.
Luther Grinder Mfg. Co., Milwaukee.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Trucks
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Renfrew Scale Co., Renfrew, Co.

Varnishes: See Paints
Berry Bros., Limited, Walkerville, Ont
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.

Ventilators
Harris, J. W., Co., Montreal.

Vises
Henderson & Richardson, Montreal.
Hollands Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.

Washing Machines, Etc.
J. H. Connor & Son., Ottawa, Ont.
Cunamer–Dowswell Ltd., Hamilton, Ont
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.

Wall Plaster
Manitoba Gypsum Co., Winnipeg.

Waffle Irons
Stover Mfg Co., Freeport, Ill.

Wagons—Children's
Wodstock Wagon Co., Woodstock.

Washers
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

White Lead
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Limited, Hamilton

Wholesale Hardware
Caverhill, Learmont & Co., Montreal
Howland, H. S., Sons & Co., Toronto
Lewis Bros. & Co., Montreal.

Window Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Guards
B. Greening Wire Co., Ltd., Hamilton

Wire Door Guards
B. Greening Wire Co., Ltd., Hamilton

Wire—Iron, Steel, Brass and Copper
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

Wire Mats
Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery
Ed Brand, 472 Moss Lane., Manchester Eng.

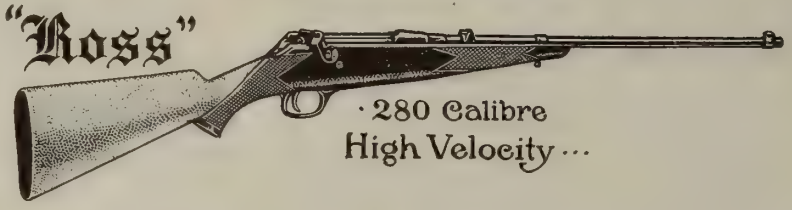
Wire Products
Andrews Wire Works, Watford, Ont.

Wire Rope.
The B. Greening Wire Rope Co., Ltd. Hamilton.

Wire Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Jas. Steele Limited, Guelph, Ont.

Wood Finishes
Berry Bros., Walkerville.

Wrenches
Cochran Pipe Wrench Co.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdwe. & Tool Co., Springfield, Mass.



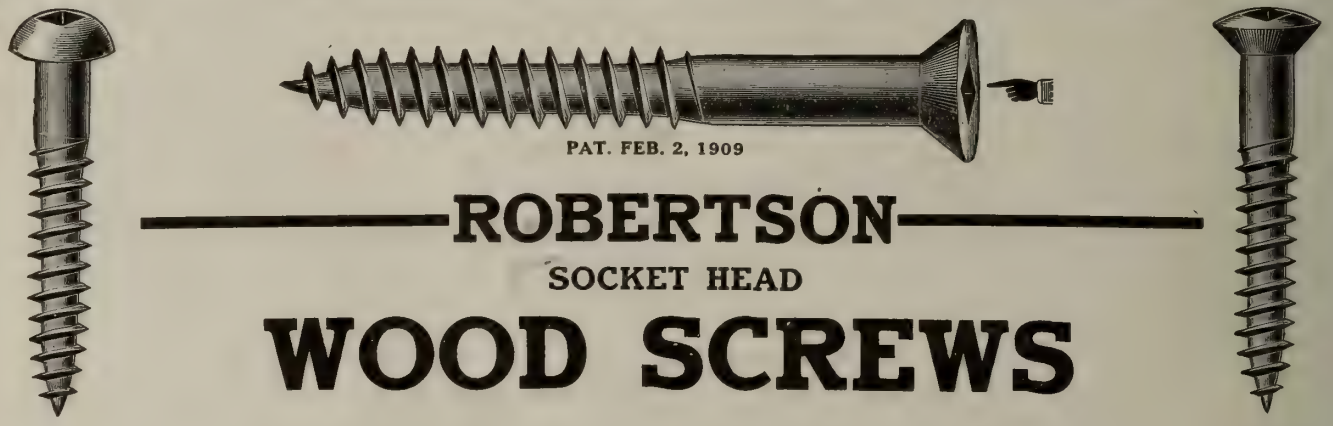
Don't make the mistake of selling a cheap arm to a man who can afford to buy a more expensive one

It pays you to sell the "ROSS 280" High Velocity.

Not only is it the best sporting rifle made, but the retailing price is $70.00 and it is a sale worth making.

Moreover, any man fortunate enough to own a Ross High Velocity is sure to be proud of it and it will prove itself a walking advertisement for your store.

ROSS RIFLE CO. - QUEBEC



PAT. FEB. 2, 1909

ROBERTSON

SOCKET HEAD

WOOD SCREWS

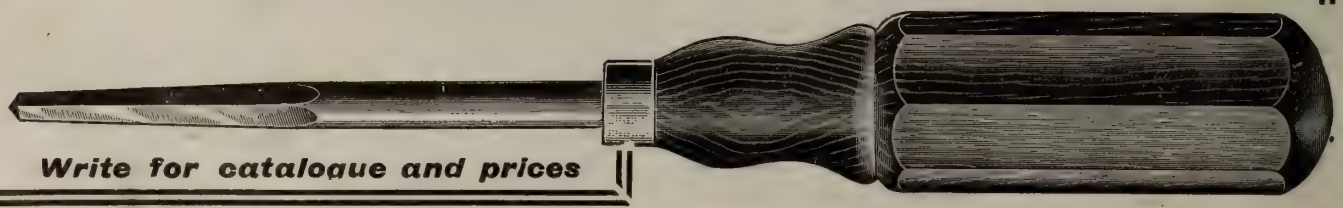
have a new and very important feature in the square hole. It is a feature that wood workers are quick to notice, as it not only preserves the screw, but also saves much of their valuable time, as it does away with all possibility of the screw driver slipping. It is certain to create a large demand in your vicinity after once introduced.

We also manufacture Hand Drivers, Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails, Wire and other high grade products.

The P. L. Robertson Manufacturing Co., Limited, - Milton, Ont.

TORONTO WAREHOUSE, 19 Jarvis Street, - F. J. Schuch, Agent

Montreal Agent:—Edwin Schofield, Room 509 Canadian Express Building, Montreal, Que.



Write for catalogue and prices

CLEAN, SATISFACTORY PROFITS

can only be secured by selling a reliable and serviceable article. In

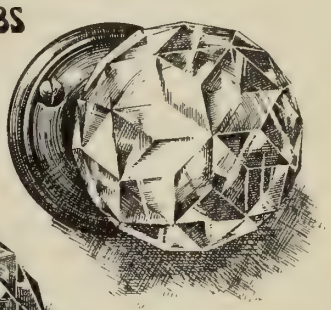
STILL'S AXE HANDLES

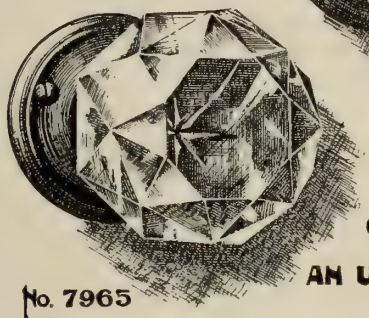
you will have everything that is desired in a quick-selling and reliable handle. The shaping, balancing, finishing and selection of wood are done by experts, and an absolute guarantee accompanies every handle that leaves our factory. Write for price list.

J. H. Still Mfg. Co., Ltd.
ST. THOMAS ONTARIO

MAYMORE

MAYMORE GLASS KNOBS
ARE BRILLIANTLY CUT
FROM THE FINEST
AND CLEAREST METAL





No. 7963
No. 7965

THESE ARE ONLY TWO FROM AN UNIQUE SELECTION

WRITE FOR PARTICULARS OF COMPLETE LINE TO
THOMAS. W. KIRBY
YONGE ST ARCADE TORONTO
MANUFACTURED BY
MAY & PADMORE LTD BIRMINGHAM ENG.



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM

MANUFACTURED SOLELY BY

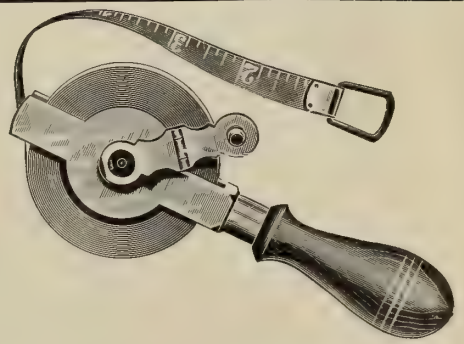
The Gutta Percha & Rubber Mfg. Co. of Toronto, Limited

Toronto Montreal Halifax Winnipeg Calgary Vancouver

MEASURING TAPES

MUST BE ACCURATE

To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.



Those that bear this Trade-Mark **LUFKIN**

are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.

FOR SALE BY ALL JOBBERS.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

CATALOGUE ON REQUEST

If present crop promises are realized, Canadian Hardwaremen will do a tremendous business this Fall.

By the first of September it will be possible to accurately estimate the crops. Dealers will then place their orders with confidence.

Hardware and Metal's Annual Fall Number will be issued August 31st—just when the tension is relieved, and everybody is ready to do Fall business.

Your advertisement in this number will reach the Canadian Hardware Trade at precisely the right time to influence their Fall purchases.

Let us show you how you can use this fine issue to your advantage.

WRITE US TO-DAY

HARDWARE AND METAL

Canada's Only Weekly Hardware Paper

MONTREAL, TORONTO, WINNIPEG, NEW YORK, CHICAGO, LONDON, ENG.

1,228TH ISSUE

HARDWARE AND METAL

Published Weekly by

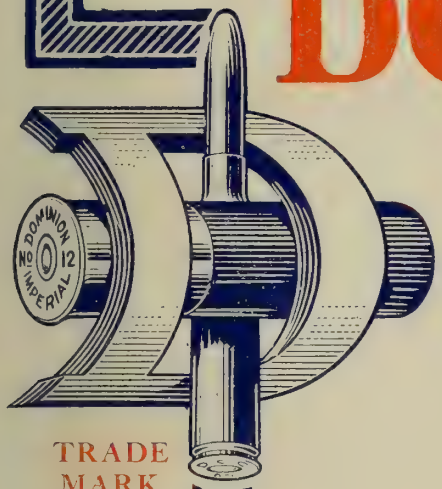
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXIV. Publication Office: Toronto, Canada No 32

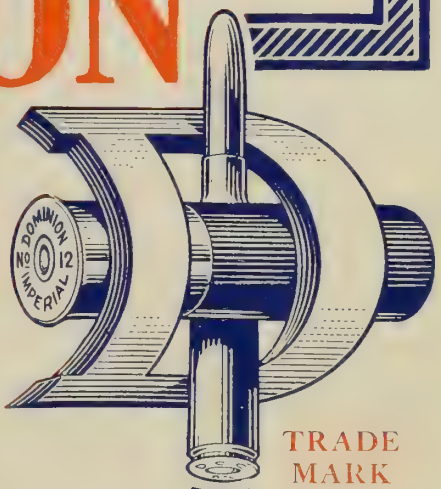
Aug. 10, 1912

DOMINION

AMMUNITION



TRADE MARK



TRADE MARK

Highest Quality

RIFLE CARTRIDGES
REVOLVER CARTRIDGES
SHOT SHELLS and PRIMERS

Carry Canadian Cartridges

FOR SUBSTANTIAL PROFITS
SATISFIED CUSTOMERS
AND QUICK TURNOVER

Dominion Cartridge Co., Limited

MONTREAL, CANADA



Big Ben Store Helps

In order to enable Canadian dealers to get the maximum benefit from the Big Ben campaign now running in Canadian magazines, we are packing Big Ben specially for Canadian trade, six in a carton with a full set of store selling helps (two posters, two show cards, two metal signs.)

On an order for 12 we add a solid mahogany display stand. On an order for 24 or more, we print your name on dials, give the posters, display stand, and a beautiful metal sign lithographed in five colors.

Big Ben and his selling helps are being carried in stock by 54 wholesale Canadian distributors. We will be glad to let you have their names upon request. Any will tell you Big Ben is the best made and the best selling alarm that's ever been put out.

In broken and dozen lots, $2.15 less 2%. In lots of 24, $2.05 less 2%.

The Western Clock Co., La Salle, Ill.



The Carpenter—The Mechanic—The Farmer—The Man of the House—

All users of edged tools want the

CARBORUNDUM SHARPENING STONES

And they are going to get them from the Carborundum Dealer

The demand is increasing every day—the story of Carborundum—why it is the hardest and sharpest known material—why Carborundum Sharpening Stones cut faster, give a better edge and last longer—is being told to thousands, the market is being brought to the doors of the hardware dealer.

The one way to get your share—to make your sharpening stone account show up well on your books, is to be a Carborundum dealer.

Write us now about complete stock—ask us about the Carborundum trade helps. Are you on the mailing list for "At the Sign of the Indian Head?"

THE CARBORUNDUM COMPANY - Niagara Falls, N.Y.

THE LIGHTNING AND BLIZZARD

FREEZERS



stand ready to serve you in the same satisfactory manner in which they have served both trade and consumer for over a quarter of a century. The construction is of the same high class. They run easy, freeze quickly and take the smallest amount of ice and salt of any freezer made. The extensive advertising from season to season has created a permanent demand. They bring trade and help you keep it.



Better let your Jobber quote at once.

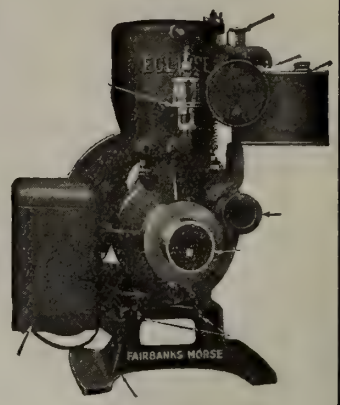
NORTH BROS. MFG. CO.

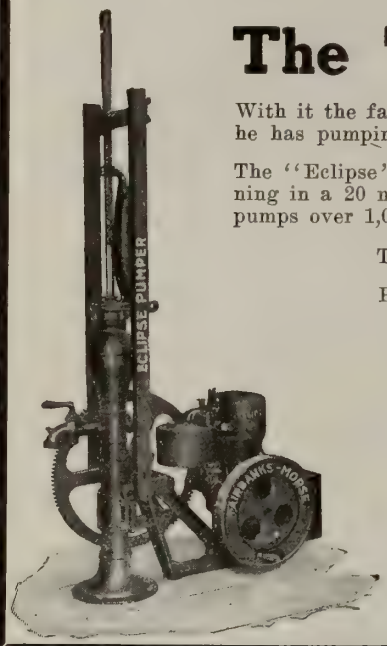
Philadelphia, Pa.

More Reliable Than the Windmill

Every Farmer is a Prospective Buyer

At one time the farmer endorsed the windmill as a convenience and necessity. Since then time have changed. New things are constantly taking the place of the old. Such is the case with





The "ECLIPSE" Pumper

With it the farmer does not have to depend on the wind or the weather—he has pumping power when he needs it.

The "Eclipse" will pump as much water as a 10 or 12 ft. windmill running in a 20 mile wind. It uses about one pint of gasoline per hour, and pumps over 1,000 gallons of water.

This small operating cost will appeal to every farmer.

Put an "Eclipse" in stock and get after the farmers. You will get surprising results.

Write for full particulars.

The Canadian Fairbanks-Morse Co.,
LIMITED

MONTREAL
ST. JOHN
OTTAWA

TORONTO
WINNIPEG
CALGARY

SASKATOON
VANCOUVER
VICTORIA

THE S.M.P. LITHOGRAPHED STOVE BOARDS

Wood or Paper Lined



Assorted Colors

Manufactured in all Standard Sizes. Prices on Application

The SHEET METAL PRODUCTS CO. of Canada, Limited

Successors to KEMP MANUFACTURING COMPANY

MONTREAL TORONTO WINNIPEG

The New Dover Sad Iron

We are now offering the trade a new sad iron—made by the makers of *Asbestos Sad Irons*—which will sell at a price to compete with the Potts and old style irons.

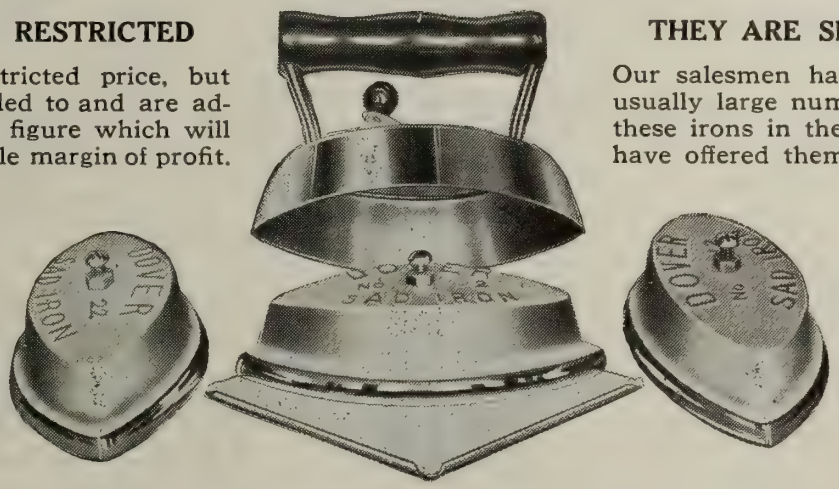
PRICES NOT RESTRICTED

There is no restricted price, but dealers are enabled to and are advised to sell at a figure which will afford a reasonable margin of profit.

THEY ARE SELLING FAST

Our salesmen have taken an unusually large number of orders for these irons in the two weeks they have offered them.

Get an early start



Are YOU Supplied?

Solid Cast Iron, Double Pointed Cores, Stamped Steel One-piece Hood; One-piece Heavy Wrought Steel Handle Support passing through Hardwood Handle and Bolted to inner side of cover. Asbestos Covered Square Steel Rest or Stand.

Nickel Plated and Highly Polished Core Faces and Round Edges; Aluminum Tops, Nickel Plated Hood; Black Enameled Handle.

The superior features of the *Dover Sad Irons* are:-

Straight, strong handle.
Detachable hood which protects the hand from heat.
Safe, sure lock.
Carefully ground and perfectly polished ironing surface.

Orders for *Dover Sad Irons* are solicited at the following prices:-

In lots of Three Dozen or More - - - -	**per dozen $13.50**
In lots of Half Dozen or More (less than 3 dozen) -	**per dozen $14.00**
In lots of Less than Half Dozen Sets - - -	**per dozen $15.00**

Packed Quarter Dozen in a Case; Each Set in a Corrugated Board Carton, Rust Proof and Sealed. The High Standard of *Asbestos Sad Irons* is your assurance of merit in the new *Dover Sad Irons.*

LEWIS BROS. LIMITED, MONTREAL

OTTAWA **TORONTO** **VANCOUVER**

PILABRASGO

Are You Getting Used to That Word?

—PILABRASGO—

Another Way of Saying
QUICK SALES

Has Your Store Found That Out Yet?

It's caught on with the trade like wildfire. Merchants all over Canada have learned that Pilabrasgo—featured in their stores—mean a rattling big business and one that's always coming.

Pilabrasgo Oil, Gas and Electric Goods are the prettiest, cleanest-cut, fastest selling goods on the road. Just the goods to stimulate a great big trade for you.

Make Pilabrasgo count for your business. Drop a postal for our man.

The Pittsburgh Lamp, Brass & Glass Co.

General Offices and Factories: PITTSBURGH, Pa., U.S.A.

Canadian Branch — PILABRASGO — **113 Wortley Road, London, Ont.**

R. E. DAVIS, Special Representative.

Push and Pull



Richards-Wilcox No. 21 Trolley Barn Door Hanger

Push and pull doors equipped with Richards-Wilcox Door Hangers—as often as you wish, for scores of years—they will always run smooth, easy and sure—always move straight, without wobbling. Richards-Wilcox Door Hangers will last for years under hard use, because they are the result of thirty years Hanger building experience—they're made right—from right materials and by right men.

You, your customers and clients can depend on Richards-Wilcox Door Hangers. **Get catalogs and prices to-day.**

A Hanger for Any Door That Slides

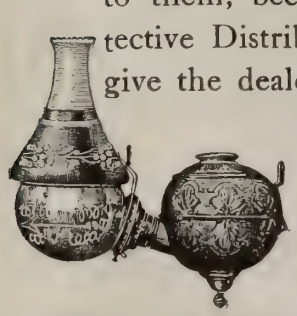
Richards-Wilcox

MANUFACTURING CO.
AURORA, ILL. U.S.A.

THE price of a lamp is a small per cent. of its total cost unless it's an Angle Lamp. Up-keep and oil brings the yearly cost high in lamps that are sold to promote oil consumption.

The Angle Lamp gives better light with less cost than other lamps—it is free from odor, smoke and dirt—it cannot explode.

Your customers are entitled to the best light, and you can well afford to give it to them, because the Angle Lamp shows you a good profit, due to our "Protective Distributor Policy" for one dealer in each town, and to the fact that we give the dealer the jobbers' discount. Let us tell you more about it.



All Sizes, 1 to 8 Burners

Angle Manufacturing Co.
244-246 West 23rd Street
New York City

It's all in the Wheels



It's the Wheels in all

Goodell-Pratt's

GLASS CUTTERS

They have caused the sales in this particular line to increase very rapidly.

We take special pains to see that each and every glass cutter wheel is carefully tested by actually cutting glass before it is sent out.

You can depend upon these wheels as being the very best wheels made for cutting glass.

Goodell-Pratt Company

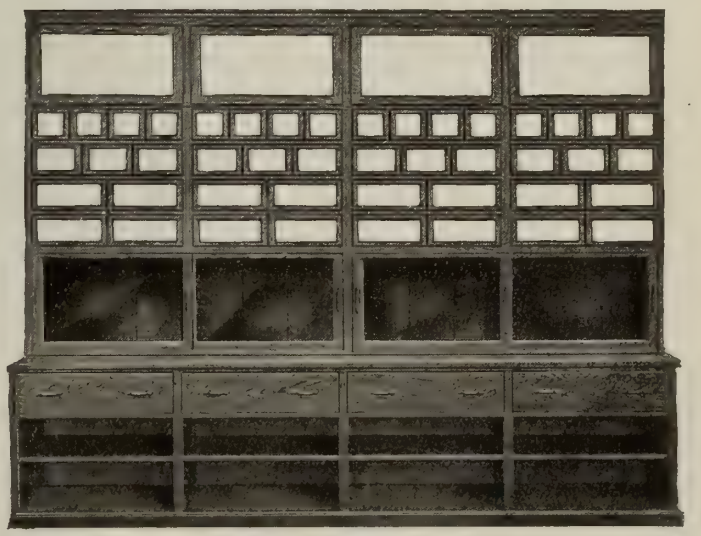
Greenfield, Mass., U.S.A.



Toolsmiths

Have The MOST ATTRACTIVE STORE In Your Locality!

Your Trade Will Increase As A Result!



PRINT No. 10

Berlin Hardware Display Cabinets

are so constructed that the goods are displayed behind glass doors or display front compartments.

This case keeps door sets and builders' hardware free from dust, and greatly adds to their appearance.

Our Display Cabinets are made of a high quality oak and finely finished.

Cut illustrates Print No. 10, being the third section of a large case.

Did you cut print from last issue?

If not it will pay you to do it now, if possible. **Save all the prints with numbers** for reference in designing a case to meet your particular requirements. Then write us for specifications and prices.

Write for circulars on complete line of store fixtures or any special line in which interested.

Is your store the most attractive in your locality? If not, let us help you make it so—we can do it at a reasonable price, too.

The Walker Bin & Store Fixture Co. LIMITED

Manufacturers and Designers of Modern Store Fixtures

BERLIN, ONTARIO

THE
STEEL COMPANY OF CANADA
LIMITED

Our Mills
Can Ship Immediately
From Stock

BOLTS and NUTS,
PRESSED SPIKES, STOVE
BOLTS, STOVE RODS,
TACKS, HAY BALING
WIRE

DISTRICT SALES OFFICES:

HAMILTON, TORONTO, MONTREAL, WINNIPEG

W. A. MacLennan, Vancouver, B.C.
J. B. H. Rickaby, Victoria, B.C.
H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, Halifax, N.S.



For Your Sporting Trade

We have a large stock of guns, rifles and ammunition ready for the dealers who aim to secure the best sporting trade. Strictly reliable in every way. Our stock is from the best makers, and can be depended upon to satisfy the keenest sportsman buyer.

Send us your Orders

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

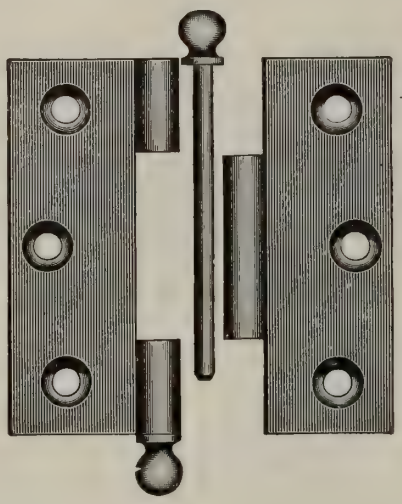
TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAMS NAILS ARE THE BEST

Crescent Brand HARDWARE



Butt Hinges Strap Hinges Tee Hinges

Barn Door Hangers Parlor Door Hangers

Trolley Hangers Hinged Hasps Shelf Brackets

Wrought Staples Rollston Pulleys

Gate Hooks Wagon Hardware Etc. Etc. Etc.

Steel Sheets Bands Bars

Rods Wire

CANADA STEEL GOODS CO., Limited

HAMILTON - - - CANADA



Davidson's "Queen" Oil Tanks

For Storing Coal Oil, Linseed Oil, etc.

Made of Heavy Galvanized Iron. Handsomely Japanned and Ornamented. The bottom is protected from damage by an inset stand of wood, one inch thick. Fitted with interchangeable pump. Also Measure tray with hinged cover and padlock hasp.

3 SIZES

	½ Bbl.	1 Bbl.	2 Bbls.
Approx. Capacity Gallons	25	50	100

Write for prices

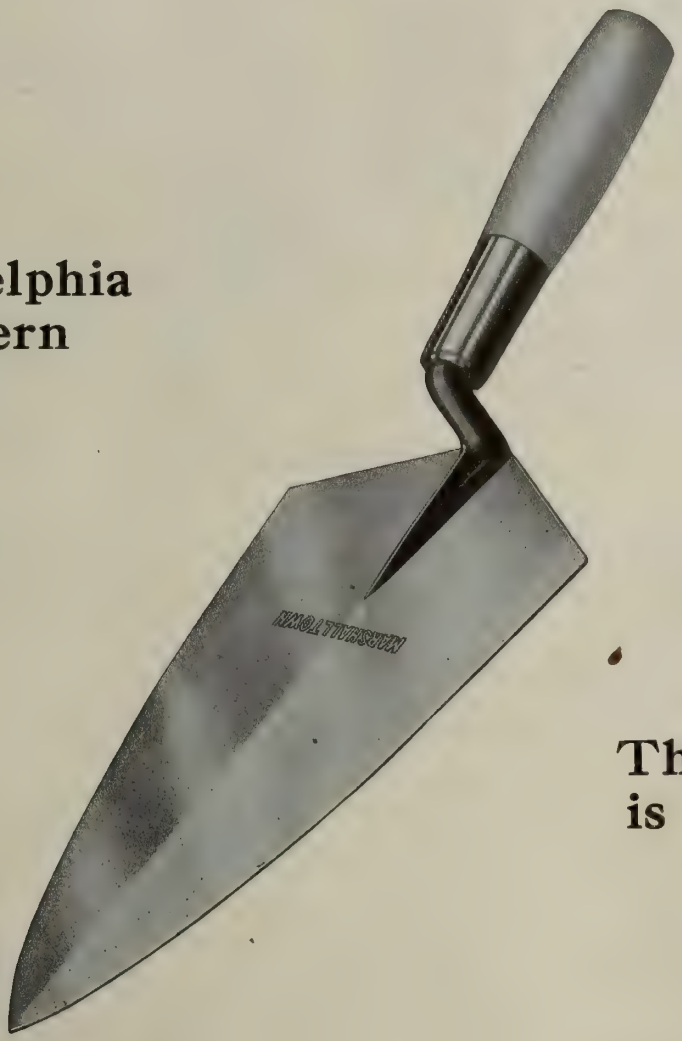
THE THOS. DAVIDSON MFG. CO. LIMITED

MONTREAL WINNIPEG TORONTO

The "MARSHALLTOWN" No. 19

The Trowel of Quality

Philadelphia Pattern



The Hang is Perfect

THE QUALITY IS THE BEST

WE ARE HEADQUARTERS

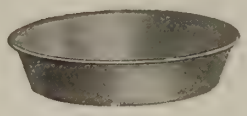
Wood, Vallance & Leggat, Ltd., Vancouver; Wood, Vallance, Ltd., Winnipeg; Wood, Vallance & Co., Hamilton; Wood, Vallance & Adams, Calgary.

WEAR-EVER ALUMINUM TRADE MARK

"Wear-Ever" Aluminum Ware

















"No! They are not all the same."

"Wear-Ever" Aluminum Utensils *are different.*

Of course, aluminum is aluminum; but utensils may differ in thickness, in handles, in finish.

Thickness. They are made thick enough to prevent denting readily; thick enough to guarantee a lifetime of satisfactory service.

Handles. The handles of **"Wear-Ever"** utensils are made of the best tinned steel. Aluminum handles would become too hot—wooden handles would burn off or break. The handles of **"Wear-Ever"** utensils are gripped to the utensils by aluminum rivets with large heads. The heads are not sunk into the side of the utensil—the side remains of uniform thickness, strong enough to hold the handle on firmly for years.

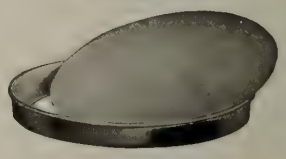
Finish. The outside is polished. The inside is hardened by an electrical process which makes the metal harder, smoother, less liable to be discolored by food or water containing alkali or iron, and more easily cleaned than would be possible if the utensils were not so finished.

Replace utensils that wear out with utensils that "Wear-Ever"









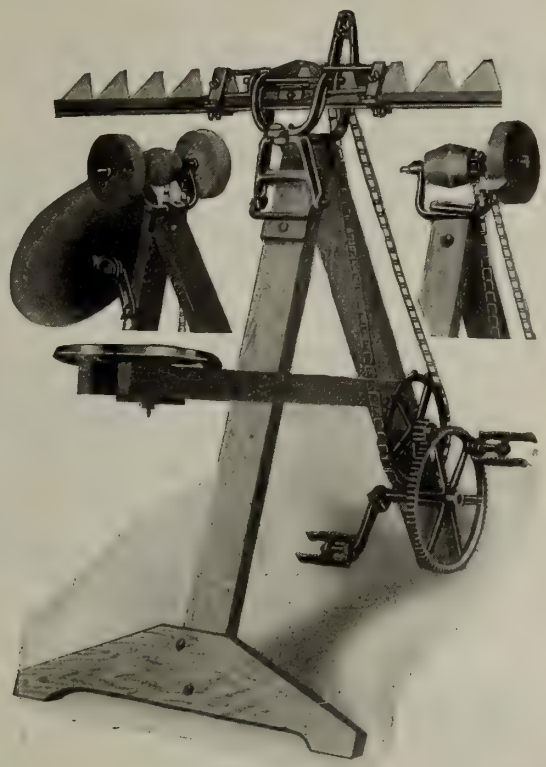




WRITE FOR CATALOGUE AND PRICES TO

The Northern Aluminum Company, Ltd.

TORONTO, ONTARIO



"Farm Special" for grinding all Farm Tools.

No. 63.



Shaft-drive for mechanics and farmers—foot and engine power. No. 273.

LUTHER

Dimo-Grit

TOOL GRINDERS

The Luther Line includes 32 types of grinders to meet every tool sharpening need for mechanics, farmers, ranchers, machinists, carpenters and every class of tool-users. Every grinder is scientifically designed, strongly built and fully protected by patents.

25 Times Faster Than Grindstones

Dimo-Grit, the new artificial diamond abrasive, best for steel, cuts hardest steel as emery cuts copper. It peels steel away in tiny shavings instead of wearing it away like emery or the grindstone. 25 times faster than the grindstone, 10 times more efficient than emery. No need of cooling with water—no danger of drawing temper.

Shaft Drive Grinders for Farmers and Mechanics.

The Luther shaft-drive grinder is built entirely of steel and iron, with shaft drive in dust-proof housing. It sells in 4 outfits, including one for farmers and one for mechanics. The farmers' outfit includes disc and sickle grinding attachments, and other tool rests for all grinding of farm tools. The mechanics' outfit includes plane-bit and twist drill sharpening attachments, and provides for every sharpening and polishing need. Extra attachments transfer this grinder into jig and circle saws, drill, forge, lathe, milk tester, etc.

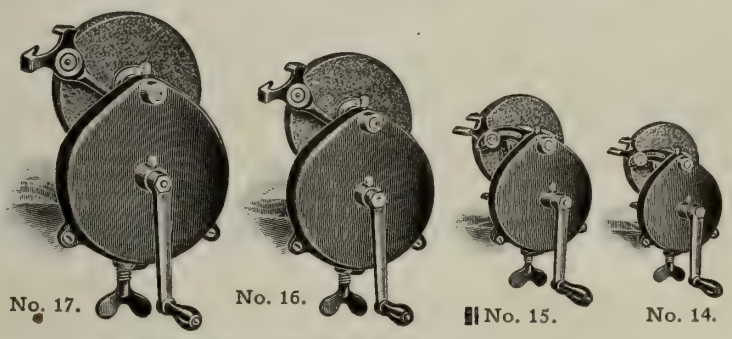
Good Profits for Dealers.

The fast-cutting Dimo-Grit wheels, the superior design and construction of Luther grinders enable dealers to make quick sales. Profits are good, and we give price protection. Write for full information about complete line.

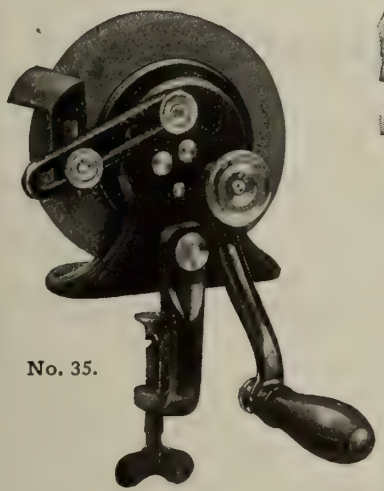
LUTHER GRINDER MFG. CO.

Dept. 139, Stroh Bldg., Milwaukee, Wis.

Canadian Distributors:—Henderson & Richardson, Montreal; Moncrieff & Endress, Ltd., Winnipeg; J. M. Kains & Co., Vancouver, B.C.

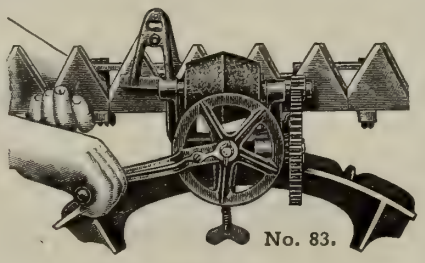


"Mechanics Special"—hand and foot power.



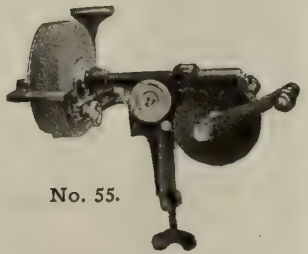
No. 35.

"Compacto"—quickly taken apart or assembled for tool chest service.



No. 83.

Spartan



No. 55.

"Best Maide" uses every surface of wheel.

Quick Action Means Business in These McClary's GRAIN SCOOPS and GRAIN BASKETS



will be in demand by your Farmer Friends —but they must get quick service—

McClary Grain Scoops are made from heavy gauge and strongly handled.

The Grain Baskets are made from heavy guage galvanized iron—strong and lasting in quality.



Order To-day

McClary's London, Ontario

McClary's Ship Quick

Toronto Montreal London Vancouver St. John, N.B. Hamilton Winnipeg Calgary Saskatoon

Wholesale Agents Wanted in Toronto and Winnipeg

FOR

"F.M." PRESSED STEEL MILK CANS

The Standard Cans of the World

APPLY:—

Burmeister & Wain's Export Company, Limited

COPENHAGEN F. DENMARK.

Cable Address: Burwain, Copenhagen



The most hygienic and practical cans made. Pressed from a single sheet of steel, they are stronger than ordinary cans. After years of wear they may be re-tinned equal to new. Fitted with a new rust preventing device which prolongs the life of the can and prevents contamination of the milk.



HIGHEST AWARDS RECEIVED AT ALL EXHIBITIONS WE HAVE TAKEN PART IN

The "Fountain" LAWN SPRINKLER



"A SPRINKLER That Every Household Can Afford To Buy"

Try it on your own lawn—Your customers will ask "where can I get one like it?"

It Really Imitates Nature

Made of brass, handsomely polished, thoroughly good and "looks it"



With Every Order of SIX SPRAYERS You Get a Very Attractive DISPLAY BOX

which makes selling easy—Your jobber has it, ask him and be sure to specify the "Marysville Fountain"—The original and only sprinkler with **The "Mist-Like Spray"**

The Standard Stamping Co.

No. 501 MAIN ST., MARYSVILLE, OHIO.

Get After the Farm Trade

And Procure A Profit Worth While



Heavy Galvanized Steel Hog Feeding Troughs

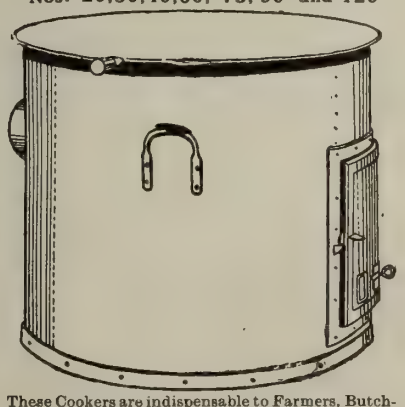
Clean, Sanitary
Easily Handled
Strong, Durable

Ledge each side to prevent pushing or pulling of food to the floor. Cast Iron ends secured by our patented device.

Stock Lengths—4, 5, 6, 7, 8, 9, 10, 12 ft. Odd lengths made to order.

STEEL JACKET FEED COOKER HEAVY CAST IRON CALDRONS

MADE IN 7 SIZES
Nos. 20,30,40,60, 75, 90 and 120



These Cookers are indispensable to Farmers, Butchers or Stock Men. Grains that are useless for other purposes, by the use of these cookers are made as valuable as the best marketable products.



Heavy Galvanized Steel Stock Watering Troughs

Standard size holds about 10 imperial gallons to foot. Other sizes made to order.

Regular Stock Lengths, 6, 7, 8, 10 and 12 ft.

Made without rivets. Heavy Cast Iron end fastened by our patented device.

These are articles that appeal to every farmer, as they assure real value for money invested. Let us have your inquiry at once. Our proposition means money to you.
We guarantee absolute satisfaction. Hot, dry weather does not injure them; no leak, no rusting.

Erie Iron Works, Limited, MAKERS St. Thomas, Ont.

For Quick and Satisfactory Sales Try

"EMPIRE"

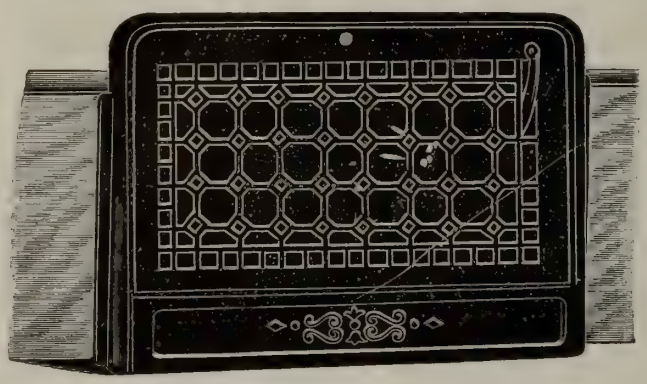
HOT AIR REGISTERS

These are two popular and very neat designs that are sure to attract those who are interested.

The "Empire Special" Register meets the demand for a register with a large opening. Has all the qualities that are required to assure the complete satisfaction of the user.



EMPIRE SPECIAL
New design, made in full sizes from 7 x 10 to 12 x 15



MOORISH DESIGN CAST REGISTER
Made in full sizes from 7 x 10 to 12 x 15

Made in Japanned, nickel-plated and oxidized

Write us to-day for full particulars, catalogue and discounts.

Others dealers are making good profits by handling this line—you can do the same. We guarantee to please you. *Do not Delay.*

THE

Canadian Heating & Ventilating Company, Limited

OWEN SOUND :: ONTARIO

Or The Canadian Heating and Ventilating Co. Branch:
521 Henry Avenue, Winnipeg, Man.

ALL YOUR CUSTOMERS WILL WANT THIS



Here Is What Has Been Needed to Make Perfect the Equipment of Fireless Cookers

"IDEAL" TRIPLICATE PAILS OF PURE ALUMINUM

For cooking several things at one time in one compartment of a Fireless Cooker.

Freight Prepaid on First Order for one Dozen or More Sets

BIG DEMAND FOR THIS ARTICLE

TRIPLICATE PAILS OF ALUMINUM is what has been lacking to make the equipment of Fireless Cookers perfect. As always we lead with the latest and best cooking devices—things the people want. These pails are made from heavy seeets of PURE ALUMINUM, seamless and have self-locking covers. Each pail has capacity for two quarts. Three together 9½ inches in diameter. Same diameter as 8-qt. kettle.



Not only the IDEAL equipment for a Fireless Cooker (any make) but also splendid for cooking several things at one time over one burner of a GAS or OIL STOVE.

Prices: Retail $3.00 per set

Dealers $24.00 per Dozen Sets.

Made Exclusively by

THE TOLEDO COOKER CO., 1319 W. Bancroft St., TOLEDO, OHIO

LARGEST MANUFACTURERS OF COOKERS IN THE WORLD

SPECIAL OFFER COUPON FOR TRIPLICATE PAILS

TOLEDO COOKER CO., Toledo, Ohio:
I understand as a Special Introductory Offer to dealers on your Triplicate Pails of Pure Aluminum, you will PREPAY freight on first order for one dozen or more sets.

Send me .....doz. Sets
..... doz. "Lifters"
Name .....
Address .....

TERMS: 30 days, net; 2% cash, 10 days.



"IDEAL" Fireless Cook Stove

The Cooker with the "Water Seal" top. Pure aluminum lining, vulcanized solid oak outer casting.

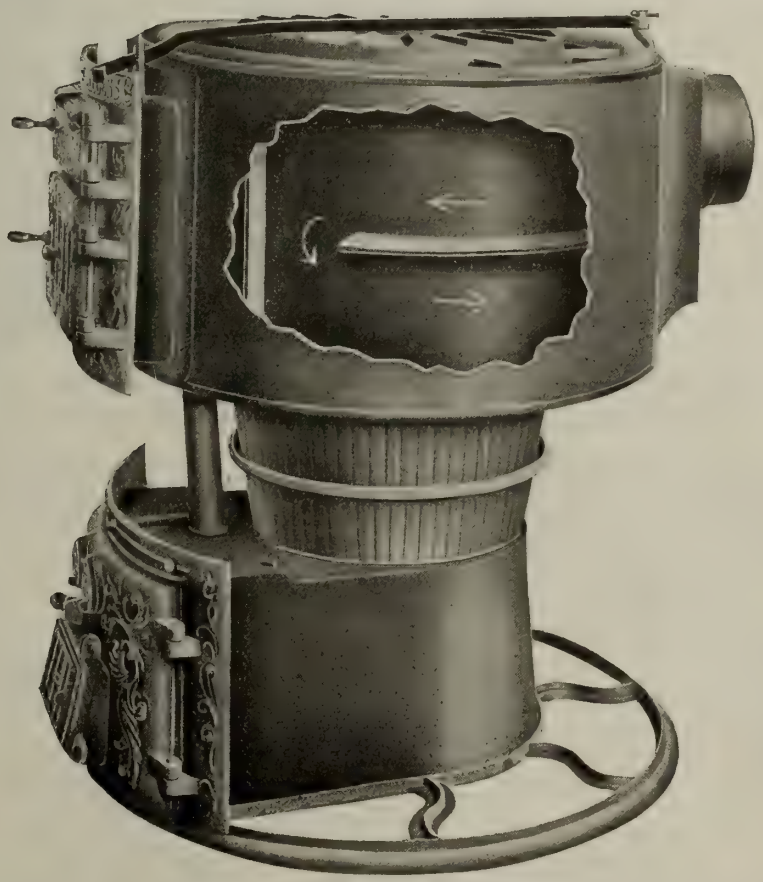
Finest built, Best Cooking, Handsomest Cooker on the Market.

Send for our catalogues and prices on Steam and Fireless Cookers. Write to-day.

YOUR FURNACE PROFITS

will rapidly increase if you make a specialty of

The Pilot Success Furnace



It has an extra long fire travel which completely absorbs all heat—none goes to waste up the chimney, as is a common occurrence with most furnaces.

Constructed of only the highest grade materials and is nicely finished.

It is certain to attract prospective buyers.

Let us send you full particulars at once.

The Hall Zryd Foundry Co., Ltd.

HESPELER, ONTARIO







The Lowest Co-efficient Of Friction Of Any Known Metal

Which Means Less Wear, Less Fuel and Oil, Less Heating, Less Squashing, etc.

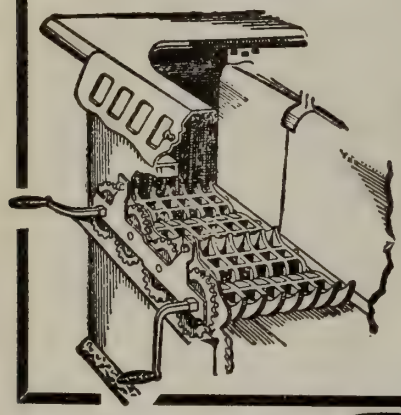
SOLD BY LEADING DEALERS EVERYWHERE OR BY

MAGNOLIA METAL CO.

Office and Factory:
225 ST. AMBROISE ST., MONTREAL

The CHAMPION RANGE Pays a Splendid Profit

(Satisfaction Guaranteed)



This range is designed and constructed by experts, and made from the best qualities of iron. The mountings are artistically designed and the whole range is finely finished.

THE CHAMPION GRATE

saves an enormous amount of **FUEL.**

Its durable and service-giving qualities insure a good value to every buyer.

Write for catalogue to-day—it gives full description.

D. J. BARKER & COMPANY, Picton, Ontario





Here is YOUR Chance

to make your range department more profitable and more satisfactory.

"Happy Thought" Ranges

are known from one side of the continent to the other and recommended by every housewife who ever used them.

The **"HAPPY THOUGHT"** works equally well with coal or wood and gives a longer and more reliable service than any other.

This is not a claim, but a fact, and we can prove it.

Get a **"HAPPY THOUGHT"** Catalog at once. Each sale brings a good profit.

The William Buck Stove Co., Limited

Calgary Saskatoon Vancouver Brantford Montreal Winnipeg

ROBERT SORBY'S

CELEBRATED KANGAROO BRAND

TOOLS

of all kinds



LISTS AND PRICES FROM

ROBERT SORBY & SONS, LTD.

SHEFFIELD - ENGLAND

Canadian Representative
GEO. H. SAYWELL, 61-3 Albert Street, WINNIPEG

Local Agents at:
TORONTO CALGARY VANCOUVER SASKATOON

Why Buy the "Near Brand" when the Best is Procurable?

THE L. MARTIN CO.'S

Old Standard, Eagle, Pyramid and Globe

GERMANTOWN

LAMPBLACK

IS THE BEST

AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

The L. MARTIN CO.

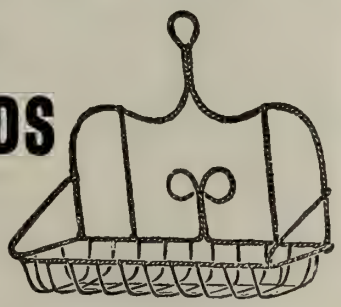
Manufacturers of the
Highest Standard Lampblacks
for all purposes

ASK YOUR DEALER

Quality is remembered long after price is forgotten

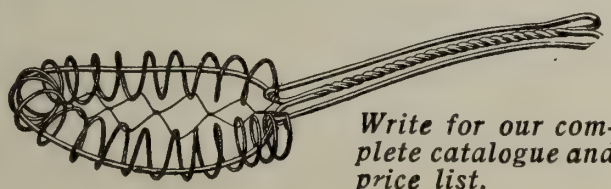
NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

There's a Good Profit in Selling Our WIRE GOODS



Your Notion Counter is incomplete without our line of wire goods. In the manufacturing process we use only the best material and employ men who are experts in wire work.

The price is so low that every person can afford to pay it.



Write for our complete catalogue and price list.

Andrews Wire Works of Canada, Ltd.

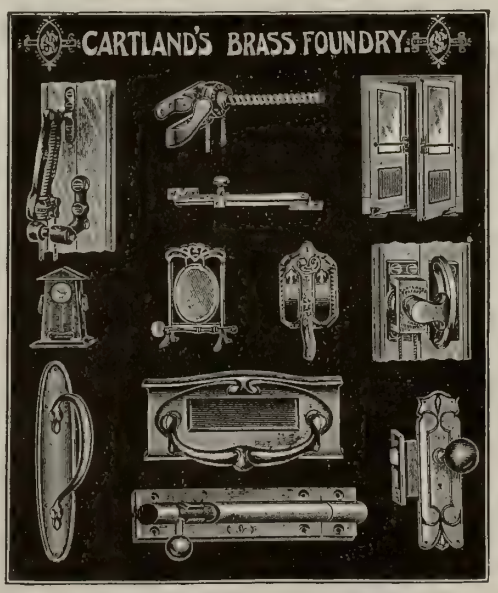
Watford, Ont. -:- Rockford, Ill.

JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



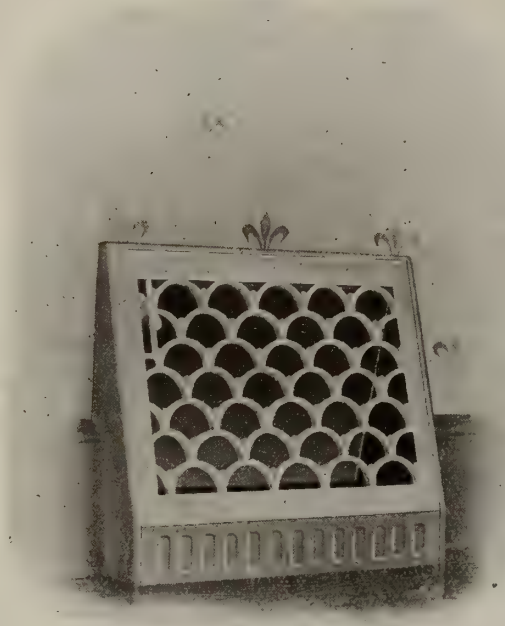
Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Our new Catalogue, 1911 edition, fully illustrated, mailed free on Application to wholesale Hardware Merchants.

THE DEFIANCE

THE MOST POWERFUL
REGISTER IN THE WORLD



Fits a stack head EIGHT INCHES deep, and accommodates either a 12 in. or a 14. in. supply pipe. Write for prices.

Canadian Ferrosteel Co., Limited

BRIDGEBURG, ONTARIO



No. 1186 Coal Grate

MANUFACTURED BY

The Ohio Foundry & Manufacturing Co.

STEUBENVILLE, OHIO, U.S.A.

Manufacturers of all styles of coal or gas burning fire-place goods, as well as andirons and wrought fire-place trimmings.

IMPERIAL --- STANDARD --- SCALES

400 Varieties — Accurate, Durable, Well Finished

——— Send for the large 128 page catalog and prices, No. 66 ———

Butchers' Scales
Bathroom Scales
Confectioners' Scales
Dairy Scales
Druggists' Scales
Foundry Scales
Grain Warehouse Scales
Grain Elevator Scales
Grocers' Scales
Tea Scales

Platform Scales

All Capacities

300 Lbs. to 3000 Lbs.



Letter and Postal Scales
Railway Depot Scales
Railway Track Scales
Rolling Mill Scales
Salt, Meat and Fish Scales
Stock Scales
Steelyards
Weigh Beams
Union Scales
Etc.

The Burrow, Stewart & Milne Co., Limited

HEAD OFFICE AND WORKS: HAMILTON
Offices and Warehouses at Toronto, Montreal and Winnipeg





METALLIC CEILINGS FOR STORES

There is money for you in selling them, in erecting them and in selling the paint to finish them. Write for our Catalogue and go in for this line at once.

The Metallic Roofing Co. of Canada, Limited

TORONTO, ONT. **Manufacturers** **WINNIPEG, MAN.**

C 91



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

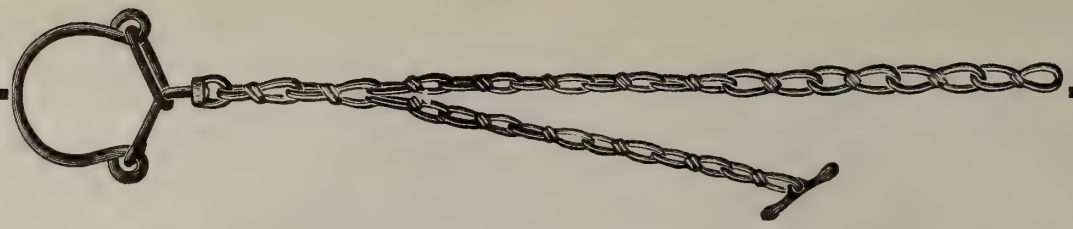
We manufacture all kinds of lumber tools. Light and Durable.

Send for Catalogue and Price List. **Long Distance Phone No. 87.**

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thos. Pink Company, Ltd., Manufacturers of Lumber Tools

PEMBROKE, ONT.



GREENING'S

COW TIES

ARE THE

Lightest, Strongest and Best Chains on the market.
Made in six sizes and six styles.
Also Halter, Dog, Kennel, Tie Out and Trace Chains.



Tie Out Chains.

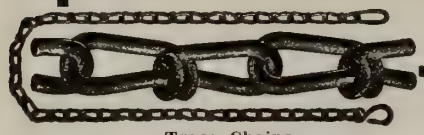


Greening's Special Cow Tie.

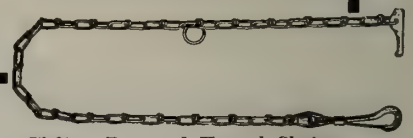
MANUFACTURED BY

The B. Greening Wire Co.
LIMITED

HAMILTON, Ont. - - MONTREAL, Que.



Trace Chains.



Halter, Dog and Kennel Chains.

WHAT WE DO KNOW



THAT any kind of a milled part which you need to manufacture your products can be handled at our plant accurately, more rapidly and at a lower price than you have been paying.

HIGHLY specialized machinery to cut all kinds of parts from metal bars are operated at our Montreal plant. Let us show you what we can do for you in price and delivery. Send in your samples for a quotation.

REGULAR Cap and Set Screws with U.S.S. or "V" threads and Nuts (plain or castellated) in iron, steel or brass, carried in stock for immediate sihpment. Sold either in bulk or package.

NAMCO

THE NATIONAL-ACME MANUFACTURING CO.
Montreal, St. Henri and G.T.R.

Preston Metal Garages

have met with such favor among automobile owners that they are becoming known all over the country. In order to handle inquiries coming in we want agents all over the country.

Every auto owner is a prospect. **Write to-day for full information in regard to the agency for your territory.**

MENTION HARDWARE AND METAL

THE METAL SHINGLE & SIDING Co. LTD

PRESTON ONT. MONTREAL QUE.

You Can Sell These Machines NOW!

They're hot weather washers because they wash clothes thoroughly without any labor

They Run Themselves



In every house where running water is available there is a possible purchaser.



MADE BY

Cummer-Dowswell, Limited

HAMILTON, ONTARIO

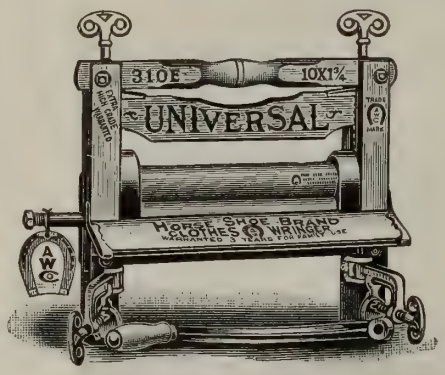
Agents:
W. L. Haldimand & Son, MONTREAL
H. F. Moulden & Son, WINNIPEG

NEW LINE

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs Enclosed Cog Wheels



Packed 3 in a case

PLAIN BEARINGS

No. 310E— - - - - Rolls, 10 x 1¾ inches
No. 311E— - - - - Rolls, 11 x 1¾ inches

STEEL BALL BEARINGS

No. 317E— - - - - Rolls, 10 x 1¾ inches
No. 318E— - - - - Rolls, 11 x 1¾ inches

SAME STYLE MADE IN FOLDING BENCH

SEND FOR CATALOGUE "F"

THE AMERICAN WRINGER COMPANY

99 CHAMBERS STREET, NEW YORK

Chicago Steel Bending Brakes

Are Now Made In Canada

EVERY DEALER WHO HANDLES
SHEET METAL SHOULD HAVE ONE

They are adapted to a large variety of work. They are very suitable for **rapid** and **accurate** bending. Narrow edges can be bent.

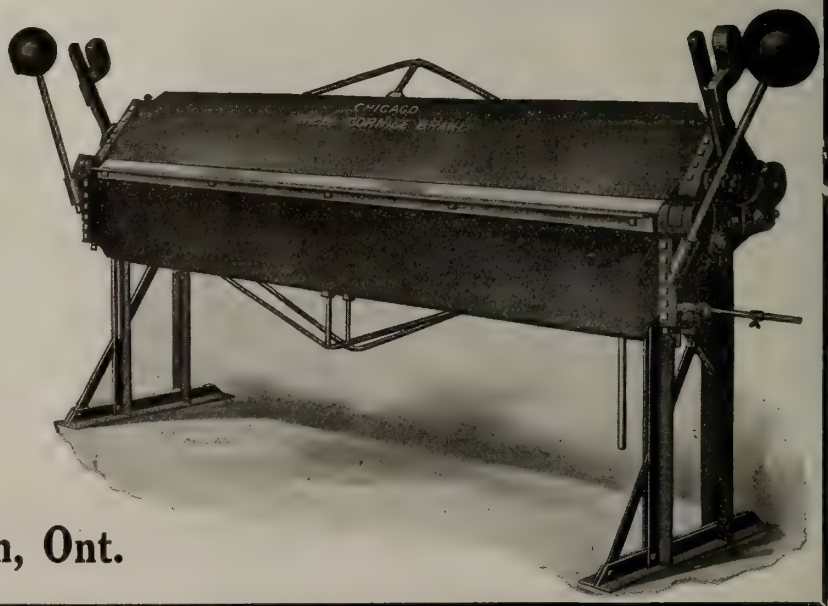
One man can easily operate this machine.

A wrench fitting all the adjustable parts is furnished.

Five moulding forms suitable for making cornice ridge roll and other moulding work are supplied with the Cornice Brakes.

Before buying, we want **you to be convinced as to the satisfaction these brakes are giving.** Write us for list of users—then write them and get their verdict.

Do It Now.



EDWARD DREIS, Chatham, Ont.



Stanley Tools

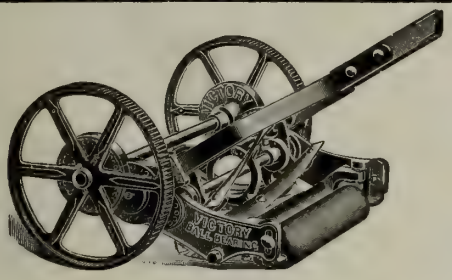
With every assortment of "JERSEY" VISES, a Stand similar to the one shown in the illustration is furnished. They make a very attractive appearance and display the Vises in such a manner as to result in increased sales.

Send for our special Vise circular which contains complete description of all styles made.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

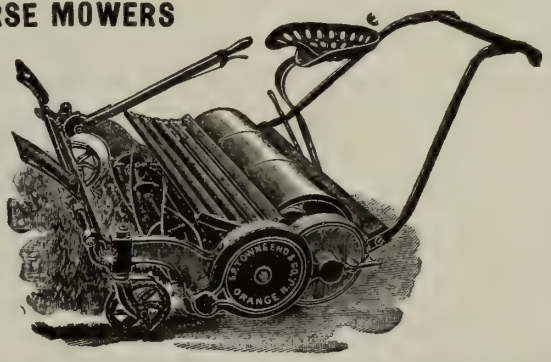


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.

Reap Good Profits



This rifle is excellently finished — the working parts are made of the strongest and most durable metal, and can be easily kept in order.

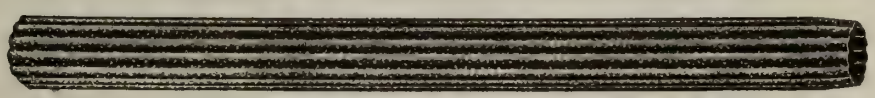
and retain your good reputation by selling rifles that create enthusiasm among old and young users through their accuracy, balance and dependability. When it comes to delivering the goods, the

HAMILTON 22 CALIBER RIFLES

have no equal, and they sell at a price that appeals to every buyer, assuring quick sales for the dealer. Write us for circulars and prices.

For Sale by All Jobbers

C. J. Hamilton & Son, Plymouth, Mich.



Our Conductor Pipe and Eavetrough is the Fit Easy kind.

Corrugated iron, skylights, elbows, ridge roll, valleys and ventilators.



WHEELER & BAIN

The Quick Shippers
TORONTO



CAN WE HELP YOU

There are some hardware dealers living in this 20th Century who are still using 19th Century methods. They do not realize that Halifax is closer to Vancouver to-day than Montreal was to Toronto fifty years ago.

Twenty-five years ago it was a calamity for a merchant to lose a good clerk, for he knew it was practically impossible for him to get in touch with an experienced man. Such an idea as making a deal with a fellow hardware man a couple of hundred miles away either to buy a set of tinners' tools or to sell a second-hand counter or show case, did not seem practicable to even the most progressive hardware men. If a man wanted to sell his business he had to accept the highest price he could get from some one of his fellow townsmen, for no one else knew of the opportunity or had any means of finding out about it.

To-day the up-to-date dealer

CREATES HIS OPPORTUNITIES

He states his wants briefly in a "Hardware and Metal want ad." and in four days' time practically every hardware merchant, clerk, hardware manafacturer and traveler has read the proposition, and it seems reasonable that somewhere among the "blue noses" of the Maritimes or the pioneers of the boundless West someone will want just what he has to offer.

EVERY HARDWARE MERCHANT IN CANADA

can take advantage of our "want ad." page. Ask yourself:

Is there not some article I would be better without if I could get a fair price for it? If you cannot get a fair price for it by appealing to the trade throughout Canada you had better sell it for scrap

We can help you, but you must take the first step.

Surely it is worth 25c or 50c to find the one man in Canada whose wants dovetail into just what you have to offer.

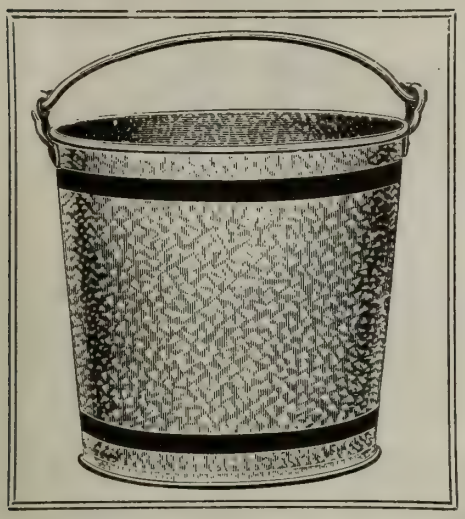
RATES: *(payable in advance)* **2c per word first insertion. 1c per word subsequent insertions. Box Number, 5c additional each insertion.**

HARDWARE & METAL

Montreal **Toronto** **Winnipeg**

THE BLUE BAND IDENTIFIES IT AS A HAMILTON BUCKET OR NIOBE PAIL

The Best on Earth



Get the right color and you will have the "WRIGHT" goods.

These Buckets and Pails are extra heavy, and suitable for use by contractors, railroads, boats, city corporations, etc.

Each Pail is made from *two* blanks, thus having only *two* side seams. The bottom cannot fall out, and the pails are guaranteed not to leak.

Write us for further particulars and price.

E. T. Wright & Co.

(H. G. WRIGHT)

HAMILTON -:- -:- CANADA



CANADIAN TUBE & IRON CO., LIMITED

Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR JOBBER FOR

TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

Also NIPPLES
Black and Galvanized
All Sizes.

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL,

Works: Lachine Canal

MAPLE LEAF



"Improved Racer" Cross Cut Saw

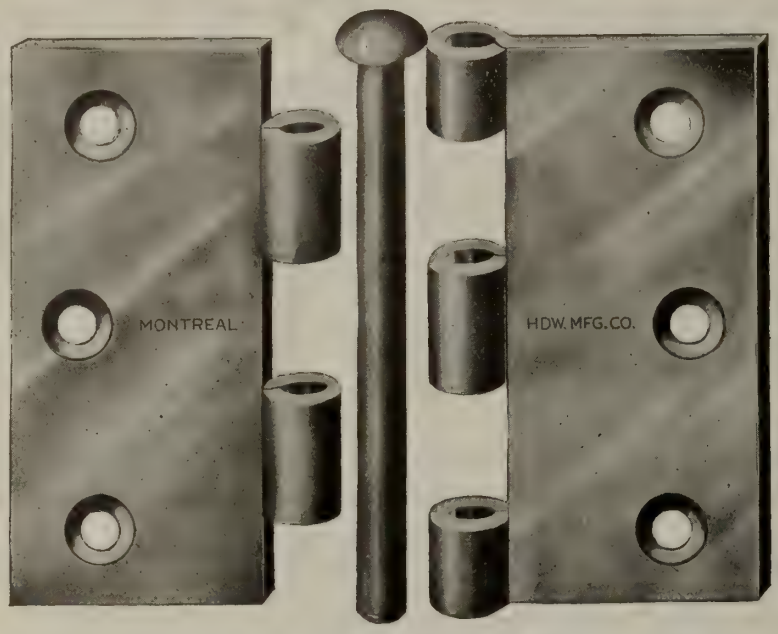
This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF."

Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B.C.

Wrought Steel Reversible Loose Pin Butts



ANOTHER OF OUR "QUALITY" LINES

A LITTLE BETTER THAN THE ORDINARY BUT NO HIGHER IN PRICE.

Now is the time to stock up—Send for our catalog of Butts, Hinges, Light T and Strap Hinges, Heavy T and Strap Hinges, Latches, Door Bolts, Hitching Rings, Etc.

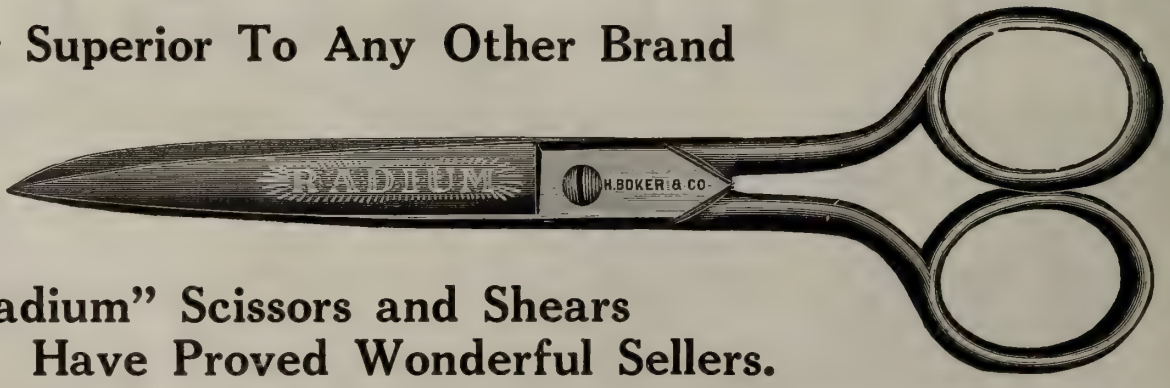
THE MONTREAL HARDWARE MFG. CO., Limited

MONTREAL :: :: QUEBEC

GIVE YOUR CUSTOMERS A SQUARE DEAL BY SELLING THEM

H. BOKER & CO.'S "TREE BRAND" CUTLERY

Far Superior To Any Other Brand

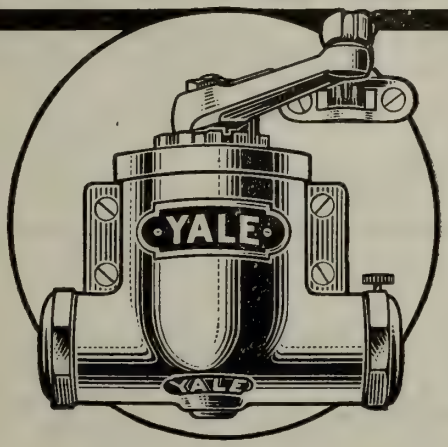


"Radium" Scissors and Shears Have Proved Wonderful Sellers.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE FIRMS

The name "Yale" helps make the sale

YALE



YALE door checking devices

In the new Yale Door Check we have produced the most efficient door checking device in the world—a check that stands as the result of years of experimentation and experience.

We are telling the public about it through our magazine advertising and, to help you turn your fair share of this trade into your own store, we stand ready to back you up by giving you, free, any or all of these business aids:

Newspaper advertisements, in plate form, for you to use in your local papers.

A window display that will command attention and interest.

Street car cards, if you wish to advertise in this way.

Store cards and hangers that will help you make sales.

The Quiet Life, a cleverly written booklet, bearing your own imprint, for you to offer your customers. It should help you to clinch many a sale.

Yale: A New Door Check, a booklet of more technical character, fully illustrated, explaining how the Yale Check is better than the old Blount, on which it is modeled.

We will be glad to send you samples of this material, and when you're writing us ask for a copy of the booklet, "Yale in Canada."

Canadian Yale & Towne Limited

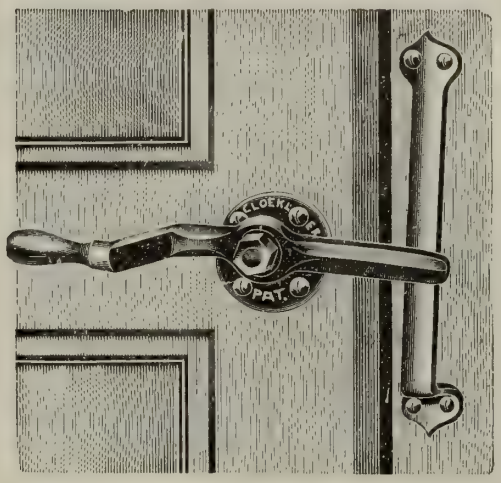
Makers of YALE Products in Canada: Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists

General Offices and Works, St. Catharines, Ont.

C84-1

Gloekler's Patent FASTENERS

For Refrigerator Doors and Cold Storage Work

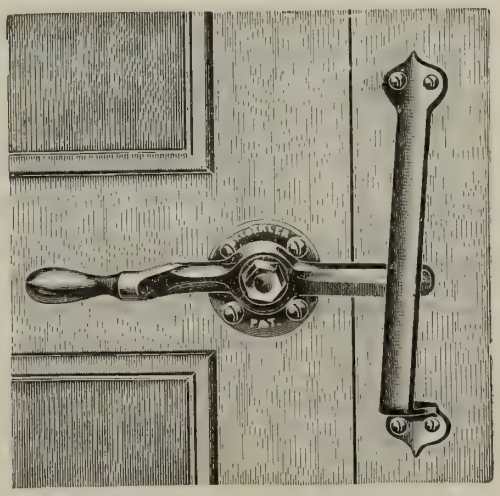


SHOWING DOOR OPEN

Simple and Easy to Operate
EASY TO SELL

These fasteners are heavy and substantially constructed and are specially adapted for heavy work. They will last a lifetime. You are certain to have calls for these, stock a few and be prepared—**don't miss a sale.**

We also make a line of Spring Fasteners, Hinges, etc., in tinned, brass and nickel plated.

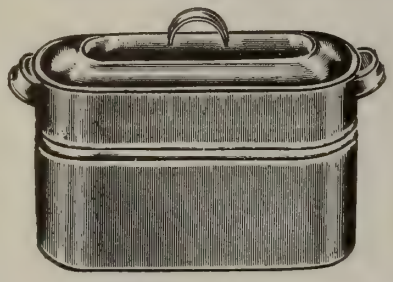


SHOWING DOOR FORCED SHUT

Write for descriptive circulars and price list

Bernard Gloekler Co.
Pittsburgh, Pa. U.S.A.

WASH BOILERS That Will Prove Rapid Sellers



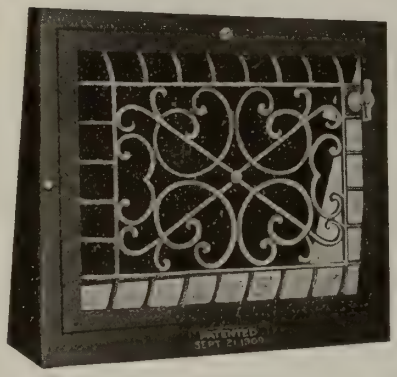
These boilers are positively hand made from start to finish.

Each one has a heavy steel wire rod which assures strength and durability.

All seams are carefully soldered. We make all grades of Copper, Tin and Galvanized ware, each guaranteed to give the buyer his money's worth.

Write for catalog on all our lines—our prices will interest you.

SOREN BROS., Cor. King & Niagara Sts., Toronto



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario

DISSTON

Quality Tells

The mechanic using

DISSTON

SAWS, TOOLS and FILES

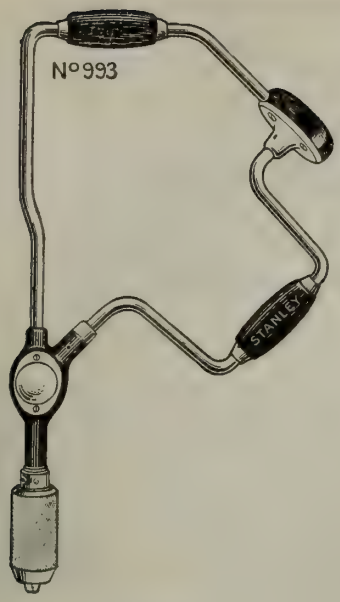
obtains those full and satisfying results which make him an earnest advocate of the DISSTON BRAND.

HENRY DISSTON & SONS

INCORPORATED

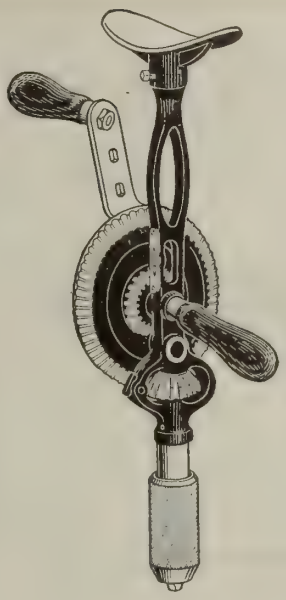
Keystone Saw, Tool, Steel & File Works

Established 1840 PHILADELPHIA, PA.



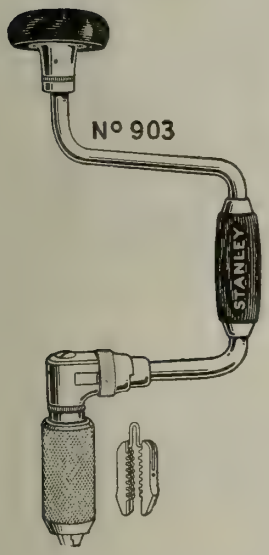
No. 993
Corner Braces

with metal clad ball bearing head, carefully cut machine steel gears, enclosed mechanism, universal pattern jaws for round shank or square taper shank drills. All parts nickel plated, 8 or 10-inch sweep.



No. 733
Iron Frame Breast Drills

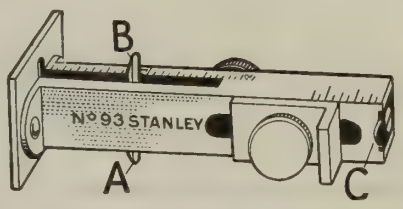
Two speed design, heavy nickel plated universal pattern chuck, taking round or taper square shank drills. Level is firmly set in frame. New latch holds spindle from turning while changing drills. Crank can be set for three different sweeps.



New Ratchet Braces with Universal Chuck

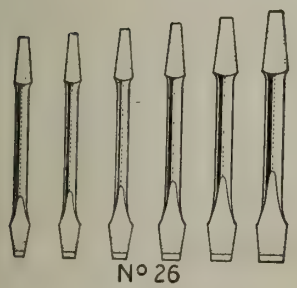
Highest quality material and workmanship. Most improved form of construction. Cocobolo heads and handles. Ball bearing heads. Metal parts heavily nickel plated.

No. 903, 10 in. Sweep.



Stanley Butt Gauges

No. 93. Steel head, brass slide, nickel plated. Fitted with 3 cutters, comprising Rabbet, Marking and Mortise gauges of a scope sufficient for all door trim.



Screw Driver Bits

No. 26. Forged from crucible cast steel, oil tempered and polished. Assorted sizes.

Veneer Scraper Plane No. 212



only 5½ inch long, a very convenient tool for light work. Adjustable blades. Handy grip feature on sides.

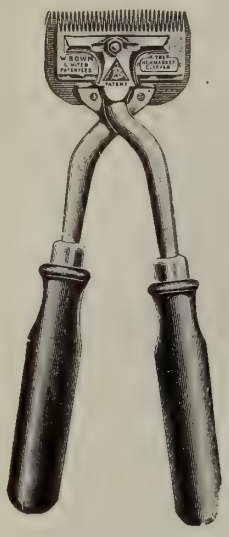
All Made by

Stanley Rule & Level Co.
New Britain, Conn. U.S.A.

Sold by

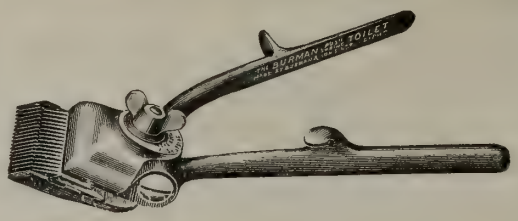
Caverhill, Learmont & Co.

Montreal



CLIPPERS OF ALL KINDS

But only one quality



BURMAN'S

Clippers have been known for over 40 years as the best

They still hold that reputation and there are no clippers manufactured to-day that can compare in quality, and **BURMAN'S** cost no more than inferior lines.



STOCKED BY ALL JOBBERS

B. & S. H. THOMPSON & CO.,
LIMITED
Sole Agents for Canada MONTREAL

A Proposition That Is Worth While

One that will fill your spare time with congenial work—bringing good money. Are you interested? You are. Well, here are the details.

Throughout Canada is scattered an army of men who are everywhere booking subscriptions for MacLean's Magazine. If you join them you can add very considerably to your regular income. If you are a hustler you will find it will pay you to give all your time to the work.

Some of our most successful salesmen were "spare time men" first.

Write us for terms and full particulars

MacLEAN PUBLISHING COMPANY

143-149 University Avenue, :-: TORONTO, CANADA

LYSAGHT'S WIRE NETTING

Unexcelled for quality, strength and durability

THOROUGHLY GALVANIZED

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch

INGOT COPPER

PRIME LAKE ELECTROLYTIC CASTING

Enquire at Metal Headquarters and save money

A. C. LESLIE & CO., Limited
MONTREAL



THIS WASHER Appeals to Women

because of the recent improved features that make it the most efficient and convenient washer sold at the price.

CONNOR Ball Bearing Washer

will make your washing machine dept. a success and a big dividend earner. Many progressive dealers have doubled their washing machine sales since taking hold of the Connor Ball Bearing Washer. You can do equally as well. Drop a card for our new catalog.

J. H. Connor & Son, Ltd., Ottawa, Ont.

Dominion
IMPROVED & PROVED
Ammunition

Made In Your Own Country
By Your Own Workmen

Guaranteed to be perfect in every particular

DOMINION CARTRIDGE CO., Limited
MONTREAL - QUEBEC

Tell Your Customers That

ANTI-DUST SWEEPING POWDER

MEANS

FLOORS CLEAN — CARPETS BRIGHT
ALL DISEASE GERMS KILLED — HOME FRESH AND SWEET
NO DUST WHILE SWEEPING

EVERY HARDWARE DEALER CAN SELL ANTI-DUST—IT BRINGS A GOOD PROFIT

MacLaren Imperial Cheese Co., Limited
DISTRIBUTORS FOR ONTARIO

Sapho Mfg. Co., Limited - - Montreal

The Fall Fair Booth is Business Getter

Exhibits at Fairs Bring Direct Sales And Also Tend to Advertise The Store—Secure the Manufacturers Co-operation, and Make the Booths Really Attractive—Advice From Dealer Who Has Done This.

Written for Hardware and Metal by J. Stewart Neill, James S. Neill and Sons, Fredericton, N.B.

With the arrival of August come thoughts of fall, and with us fall means some hard work preparing for the display of various lines at the fall exhibition. Yes we are believers in the value of using booths at the Fair. Enough results have been apparent to make us certain that this way of advertising pays, and we have reason to believe that there are other results which do not show on the surface.

But, as has been said, we have had success with our displays. We have been arranging booths for some years now. You see we tried the experiment and found it a success. The first year we showed stoves we sold 25 during the Fair, and had 30 sales between the close of the exhibition and the end of the year, which seemed to be directly attributable to that fall display. We keep two men at the stove booth, explaining the good points of the line which we carry. That, of course, adds to the expense, but it assuredly pays.

Many Considering Question Now.

At this season there may be a goodly number of hardwaremen who will be considering the question of using floor space at the Fall Fairs. Will this, they may wonder, bring returns, or will it mean nothing but an expense. With men facing this problem it may be appropriate for us to outline the action we have taken, and to show some of the results. Of course what we have found wise here might not be wise for some other dealers situated differently, yet our experience may be of some value to many.

Perhaps the best way in which it can be shown that we have been satisfied with the results we have secured in the past from Fall Fair displays, is to state that last fall we had five separate booths, covering a floor space of 1,200 sq. feet. In all the booths we made elaborate designs. Indeed we acted upon the principle that if the exhibit was worth while at all it was worthy of the best we could give. That is something, I believe, which all might well remember. There is little use in merely gathering a few articles together and putting them into a booth. Such an arrangement—or lack of arrangement— may do the articles more harm than good. The people at a Fair want things presented to them in an attractive way. If some novel arrangement is made they will pause and inspect, where otherwise they would hurry by to the stand of some more progressive man, or to the performance going on outside.

Also we have found it an exceedingly good thing to secure the co-operation of the manufacturers of those lines which we purpose showing. The task



Young lady who assisted in the paint booth—Her novel attire attracted attention.



Electrical fixture booth—This was well lighted up and proved one of the features of the fair.

is too great to shoulder alone. Appeal to the manufacturers. They are ready to make suggestions, and in some cases to send men to help prepare the booth, and to demonstrate the goods shown there. Indeed of the five booths we had last fall, four were prepared with the assistance of the manufacturers, and four of the lines were demonstrated by the companies representatives in this district.

The manufacturers might not be able to give such fine aid to all, but exhibitors wishing hints on display would do well to get in touch with the makers. They will take an interest.

Some of the Booths.

It is not necessary to say a great deal about the lines we showed last year. Perhaps our most attractive display was one of electrical fixtures. It was made in octagonal shape, strings of miniature lamps being strung from the centre to the eight points. These lamps were in the form of men, birds, flowers, and fruit, and at once attracted attention.

We did not spare electric current in that booth. In all we had one 500 Watt lamp, eight of 250 watts, twenty-four of 25 watts, and 64 miniature lamps.

Roofing Booth.

One booth demonstrating roofing was also an exceedingly popular one. This was made in the form of a house, thatched, of course, with the particular material we wished to bring forward. The interior was arranged as a rest room, with chairs, and tables for writing picture post cards upon. You know how tired people get at a fair. Well this booth gave them a place to come and take things quietly. While they were here they looked at the roofing, and there is not the least doubt but that we made a number of sales as a result of that display.

Fairs do Help.

Our paint booth was another one which drew a great deal of attention, undoubtedly owing to a fine display arranged by W. P. Downing, the company's representative who had this in charge.

But really there was not a booth which did not more than come up to our expectations. It cost a good deal to arrange the booths, and to look after them properly, but the results more than repaid us for this. We not only made a good number of sales during the week, but since our business has grown finely. We can come to only one conclusion, all things being considered —that exhibiting at the Fair helps us. We intend to continue the practice, which after all, is the best proof of our faith.



The store of Jas. S. Neill and Sons, Fredericton.

A Big Advance in Brass Goods

From 20 to 30 Per Cent. Increase in Prices is Declared, to go Into Effect at Once—Advance in Wages is One of the Main Contributing Causes.

The latest line handled by the hardware merchant to show an upward movement in price is brass and brass goods. Nor has the advance been a small one for everything considered it will range from 20 to 30 per cent. Perhaps one of the most important reasons underlying the advance is the increased wages which have had to be paid by manufacturers in recent years.

At least, particular stress has been laid on this point by one English firm, which with others had reduced discount on brass goods from 50 to 40 per cent. They point out that not only have higher wages to be paid for producing of raw material but also to workmen who turn it into the finished product, so that brass goods are really doubly affected by increased wages.

A large percentage of the brass goods sold in Canada come from England. Manufacturers there now have to care for the national insurance recently inaugurated for the benefit of workmen and while amount is not very large, all these items go into the price of the goods.

The duty on brass goods from England is 20 per cent., so that besides increase of 20 per cent. in goods at factory, a larger duty has to be paid, as invoiced price on which duty is reckoned is 20 per cent. larger. "Having a larger volume of money invested," said one dealer, "the jobber will also have to get more profit, so that when everything is considered goods which previously cost the retail merchant $1 will now cost $1.30."

Greatest volume of trade in brass goods is done around Christmas, such lines as candlesticks, kettles, jardiniers, fenders and other fancy brass goods selling. Past years have shown a gradually increasing demand for these goods.

The advance goes into effect immediately, although those dealers who were fortunate enough to have goods booked ahead will get them at the old price.

FOWLER CO. PLANT ENLARGED.

St. John, N.B.—The manufacturing plant of Josiah Fowler & Co., in St. John, N.B., has been changed somewhat and considerably enlarged recently. In addition to making axes, hammers, etc., as they have been doing now for nearly half a century, they are now equipped for the manufacturing on a large scale of automobile springs. Mr. Fowler's treatment is a secret process. Mr. Fowler, Sr., a few years ago organized an auto spring factory at Newcastle, Indiana, which he sold last year owing to the sad death of his son who had been in charge.

This occasioned his action in enlarging the St. John plant, and the concentration of all their energies on Canadian production. Mr. Fowler, jr., is president of the new company. He is a practical man, and is ably assisted in the company by Mr. Barbour, treasurer. So thoroughly are they known for superior work, that they have orders for repairs, in auto work, from all over Canada.

Got a Prize.

Govan, Sask. — I. Dutton, hardware dealer, had a sporting goods booth at a local exhibition and won second prize, being awarded $10.

Forecast of Conditions in the West

Representative of Hardware and Metal Who Has Visited All Parts of the West, Sums up His Impressions—Yield Will be Average, But the Acreage Has Been Largely Increased—The Problem of Moving the Crop—Interior Elevators and Home Granaries Are Advocated.

How are things in the West?

All speculation as to trade possibilities in Canada inevitably begins with that query. A great deal depends on the West. If crops are good there, the manufacturer puts on night shifts and goes to the bank for the capital necessary to extend his plant. If the crop reports are pessimistic, the manufacturer begins to plan retrenchments, and the banks are chary about loans.

The question of Western conditions is one, therefore, of wide import, and men in all lines of business are deeply interested. A representative of Hardware and Metal has been engaged on a tour through Western points during the summer months, and has thereby gained a clear insight into conditions as they actually exist. Hardwaremen will be interested in the following summary of his impressions:

Prince Albert, Sask., Aug. 1.—On all hands is heard the significant story of "good crops." After an extended trip through the West, during which I have visited practically all districts and talked with all classes of men, I have come to the conclusion that the crop should be a bumper one. The weather has been favorable recently. The fine warm weather which we have met with during the past few days has been great for the crops. With a few more days of it, all danger will be over. All that will be needed to put the finishing touches on a record year will be good harvest weather.

The Western farmer stakes so much on favorable weather that he has become, perforce, a good judge of all pertaining to it. When a Westerner tells me that the signs point to an early winter or a late fall, I am more than half inclined to believe him. He is not a mere idle prophet. At the present time, all talk is of a long and warm fall. If such proves to be the case, the farmers will have an exceptional opportunity to get in the grain.

An Average Yield.

I am not predicting a record breaking yield. In a few localities, in Southern Manitoba, there have been heavy hail storms which have wrought havoc. This will not seriously affect the general result. Every thing at present indicates a good average yield.

There has been, of course, a great increase in the acreage. Thus, if the yield is up to the average, the total output will be very materially increased. This is what everyone is banking on. I have talked to a good many hundred men in all stations of life during the past few weeks, and there have only been two or three pessimists in the lot.

And yet there is room for pessimism of a kind. Consider the question of harvest help. The West will need 50,000 men this year to garner the crops. Will that number be forthcoming? There does not seem any possibility of it. There will be the usual rush of men from the East anxious to make the big wages that the Westerner offers. Western cities and towns will be deserted by the floating population, and all men without permanent occupation during harvest time. But the number of volunteers will, we fear, fall far short of the required number.

Will There be Blockade.

There is likewise the danger of another grain blockade. The railways, of course, are being blamed. Personally, I cannot see what the railroads could have done to meet the present situation. The growth of the West reminds one of the story of Jack and the Beanstalk. The west "counts that day lost whose low descending sun" sees not at least one new town added to its swelling list and many hundreds of new inhabitants added to its roll. That the railroads have not kept pace is, after all, not so strange.

Interior Elevators.

The imminence of a blockade has again revived interest in that pet scheme of the theorist —the establishment of interior storage elevators. It has now become more than a theory. It is a possibility.

The scheme is, briefly, to build large elevators where the grain can be held during the winter. The farmers would thus be saved from loss and would be enabled to finance upon their stores to meet current obligations.

Another remedy that is now being urged strongly upon the farmers is the building of granaries upon the farms. Thus equipped, the farmer could store his grain right at home until such time as it was possible to get shipments.

Large numbers are accepting this expedient. There are many, however, who are not in a position to do so. The first objection that arises is that many farmers—a majority of them perhaps—could not afford to build a granary. The expense involved is pretty steep. Although the Westerner is generally depicted as a man with cash to burn and a willingness to burn it, a great many of the farmers are men who have started with a small capital (made up more of indomitable will than coin of the realm), and they are not yet in a position to afford a granary. Then there is the very serious objection that grain stored in private granaries cannot be financed upon and the farmer generally needs "something to go upon."

To meet these difficulties, it has been suggested that the Government step in and render assistance either by enabling the farmer to finance upon grain stored in private granaries or by extending aid in the building of such granaries. It is pointed out that last spring the Government assisted many farmers to get seed grain for sowing. If this step were justified, it is argued that the same justification would hold in the present instance. If the Government stepped in to help put in the crop, there is no reason why it should not help to save it.

In a dry fall, there seems little doubt that the home granary is the proper method of taking care of the grain that cannot be forwarded to the lake front before the close of navigation. In wet seasons, however, it is useless. The grain would soon spoil. To save large quantities of damp grain, the interior hospital store house is a necessity. It is indeed surprising that there is no wide movement toward the establishment of these. Two weeks more and the hum of the binder will be heard in the land and little toward that end has been done.

Conditions in the hardware trade are good. I have called upon many in both the wholesale and the retail, and have heard the same story everywhere. "Good business now—better ahead," epitomizes the opinion of all connected with the trade.

—⚙—

ATTRACTIVE FILE SIGN.

The Delta File Works, Philadelphia, have prepared a handsome and attractive sign for use by merchants handling their goods. It is an artistic production, done in harmonious colors, and will make a most desirable addition to the display signs of the hardware merchant. The sign is 21½x9¾ inches. It displays a 16-inch Flat Bastard File in its actual size and color, making it true to life. The Delta File Works' trade marks, the Delta and Wreath of Quality, are displayed on the sign.

HARDWARE AND METAL

(ESTABLISHED 1888.)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES

Montreal - 701-702 Eastern Tp. Bk. Building. Phone Main 1255.
Toronto - - 143-149 University Avenue. Phone Main 7324.
Winnipeg - - 34 Royal Bank Building. Phone Garry 2313.
Vancouver, B.C. - - - H. Hodgson, 18 Hartney Chambers.
London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
New York R. B. Huestis, 115 Broadway, N.Y. Phone 2009 Rector
Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234.
France John F. Jones & Co., 31bis Faubourg Montmartre, Paris.

SUBSCRIPTION

Canada, $2; United States, $2.50; Great Britain and Colonies, 8s 6d; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

PROSPERITY ASSURED.

The prosperity of the country depends in no small degree on the Western crops. The sequel of good crops is the free circulation of money in the West and that condition is soon commuicated to the east.

It seems reasonably assured that the crop this year will be larger than ever before. There have been adverse conditions and damage has been done in some sections by hail storms. The yield will be quite up to the average, however. Even the most conservative admit that, while men of a more enthusiastic frame of mind are predicting better things. Taken in conjunction with the immense increase in acreage, even an average yield would mean a much larger output than ever before. The weather at present is favorable, and there is little danger of anything cropping up to upset present calculations.

The crop is safe, and prosperity for the whole country is assured.

ACTING UPON THE SIGNS.

Dealers are so busily engaged figuring out the many problems of selling, that often they seem to disregard the buying side of their business. Surely this deserves a fair share of attention. According as a good or bad buy is made is a good or bad sale made possible. It takes an exceedingly efficient salesman to make a good profit when the buying has been poor.

An instance comes to hand this week. Iron pipe has advanced in price. Dealers must now pay more for it, and therefore they must sell it for more. So far, so good. But it has been pretty generally known for some time that this advance would come. The dealers have been advised of this; therefore, they had every opportunity of getting in their order when they could secure the pipe at the old price. Some did this, and so, are able to get in addition to the regular profit, a profit equal to this last advance. But others there are who paid no heed to the predictions. Consequently, they are paying about five per cent. more for their pipe now.

In the Montreal market report published in Hardware and Metal on July 27, appears this sentence:

> "Galvanized pipe, too, is scarce already, and seems likely to become scarcer. Especially is this true of the smaller sizes. It is not certain yet that prices will be advanced, but this seems likely. Certainly dealers would do well to cover."

The moving finger was writing. A week later, in the issue of last Saturday, appeared this comment:

> "Iron pipe, too, might well be purchased. There is a great probability that the price of this will advance within a very short time."

Indeed it seems that the dealer who did not get his supply before this week's advance, has only himself to blame. He was told of the upward trend. He was advised that the upward movement would likely come "within a very short time." If he did not send an order at once the fault is his. If he did send an order at once the profit is his, and fortunately there are a good many dealers who did that very thing.

IMPRESSIONS OF CANADA.

The Hardware Trade Journal, London, England, continues to enlighten its readers on the score of trade conditions in Canada; at any rate to ply them with articles respecting this country. The latest is a letter from a special commissioner who traveled from coast to coast and who picked up en route a jumble of impressions. He is inclined to be critical and picayune in his treatment of the country as he saw it. He tells of the narrowness of the streets of some of the cities, the lack of platforms at stations, and the incongruity of buildings, but makes never a reference to the miraculous growth that has turned wild prairie lands into populous sections, studded with towns and traversed by railroads, in the course of a few years. He has been so engaged in finding flaws in regard to small matters that he has missed entirely the evidences of unprecedented activity and development; at any rate, he has most studiously avoided the worthwhile topics and has devoted himself to the criticism of detail.

However, he has voiced some home truths as well. He says, "Many British houses fail to get the business because they have not followed the Imperial advice to 'Wake up.'" He points out that many manufacturers in Great Britain refuse to conform to conditions here and so lose trade.

KEEPING BUYING DATA.

A college education, it has been said, does not give a man a knowledge of everything, but it does train him so that he knows how to proceed to find out whatever he wants.

Some such power is needed by many hardwaremen. It is impossible for each dealer to carry every line handled. But he should have an idea where the great majority of these can be secured. A customer asking for a little used line is not greatly surprised to find that this is not kept in stock. But he will be surprised if he finds that the dealer knows little or nothing about it, and is not able to say how the article may be secured.

There are dealers—fortunately, a large number—who keep the manufacturers' catalogues in a systematic way. They have these indexed, and when an article is asked for they know where this is to be secured, if it is not on their shelves. They refer to their catalogues, and can tell the customer what the article will likely cost, and how long it would likely take to get it. Such information, coming from the dealer, strengthens him in the eye of the customer.

Yet there are lines which are not described in the catalogues. Perhaps the manufacturers have not become alive to the fact that the territory, in which these may well be sold, has broadened as it has. How is the dealer to tell where these goods may be secured, when the unexpected demand for them comes? Books, containing the information, are not available. Yet, he is still on a par

with the college trained man. He does not know the line, but he knows where to find out about it. He can write Hardware and Metal and be reasonably sure of getting the desired information. Some of the widest-awake and most up-to-date dealers in Canada avail themselves of this information service monthly. They are big enough to be willing to give aid, and big enough to ask aid when they need it.



POINTED EDITORIALS.

Are you making your advertising pay?

* * *

Again we might ask, who said eight cent white lead?

* * *

An average yield on an increased acreage means a record crop in the West.

* * *

Outside salesmanship not only means sales outside the store, but it means more sales inside.

* * *

The living element in a window undoubtedly attracts attention, and that—with the goods—means sales.

* * *

White lead is selling in Toronto at $7.95. Our prediction of 8-cent white lead has practically been fulfilled.

* * *

Prices just at present are much like elevators to the man who wants to get down in a hurry. Everything is "going up."

* * *

Think of turning a woman into a **silent** salesman. Yet using them as demonstrators in a window practically effects this change.

* * *

The West is demanding more rope, not to carry out the suggestion of the old adage, but to make sure of getting the crop harvested.

* * *

When three-quarter million orders are going in the West, one wakens up to the fact that the West is getting to be "some punkins."

* * *

Just three weeks now before the fall special number of Hardware and Metal will be issued. It is going to be the best on record. Watch for it.

* * *

Leather has been advanced in price 10 per cent. If a higher figure be struck for belting and such lines, the hardwareman will know the reason.

* * *

A business letter, it has been said, should deal with but one subject. It goes without saying that it should be legible—yet some business letters aren't.

* * *

Every time we get a written letter, we raise a prayer of Thanksgiving for the man who invented the typewriter, and who made unreadable scrawls unpopular.

* * *

The West is now complaining of a shortage of binder twine. The West is like a growing boy whose clothes are generally too small for him. The demands of the West are increasing all the time so that the sleeve of supply does not cover the arm of demand, leaving a stretch of wrist showing.

Another Tentacle

THE story of the fight between Giliat and the devil-fish is a familiar one; how the tentacles of the monster of the deep fastened themselves upon the unwary trespasser into its domain, and how Giliat finally killed it by hacking the head of the octopus—the centre of power.

The term "octopus" has been aptly applied to the modern trust. It describes it accurately; for the trust is a many-tentacled monster, which can only be destroyed by a blow at the very centre of its being. It is useless to endeavor to maim or sever the tentacles, for each one destroyed is replaced by new ones which grapple in fresh places.

This is exemplified in the case of the fight that is now being waged against the mail order octopus in the United States. Feeling the necessity for a stronger grip on its struggling victim, the public, the mail order house has thrown out a new tentacle. It is called a building and loan department. This is the way it works.

A farmer (call him Brown) is thinking of erecting new buildings on his land. While he is debating the matter of a loan, he receives a letter from this new building and loan concern. A low rate of interest and liberal terms are mentioned. He becomes interested and asks for more particulars. Another letter comes back post haste, confirming and strengthening former assertions, and adding that, in addition to saving him money on his loan, they are in a position to save him 50 per cent. or more on all building material. It is pointed out that their **material** will be superior to anything that the local dealers can supply. Nothing is overlooked to make the offer attractive. Brown falls. He signs the contract, and the result is that he orders everything direct—plans, material and tools. The mail order house sells him everything.

But it does not stop there. Supposing that Brown finds himself some time thereafter a little hard up for ready cash. He applies for an extension of credit. It is granted him —but on certain conditions. It is pointed out to him that it is not fair for him to buy his hardware, groceries, shoes, clothing, etc., from local dealers, paying them cash, when he asks an extension of time from them, and this makes them wait for their money. Besides, they can save him money on all these things.. Brown has a chance to get an extension if he starts to order all his supplies from the mail order house (and he pays cash, of course.) In other words, the tentacle has wrapped itself around friend Brown, and he has no escape.

Suppose that other bad years follow. Brown is dealing with a corporation that is in business for profit only. The plans of the mail order house are not governed in any sense by sentiment. Had Brown secured his loan from the local bank, it might have tided him over. The mail order house will extend his credit as long as they are able to make a profit out of him—and no longer. Thus, if he has a continued run of hard luck, Brown is likely to be badly squeezed.

The mail order octopus is as resourceful as it is menacing. The latest plan is indicative not only of the masterful way in which these corporations are directed, but also of their deep-laid design to acquire a still stronger hold on the buying public. The retail trade of the United States is finding the danger more serious all the time. If the power of the octopus is strengthened by a Parcels Post measure, the retail Giliat may not escape as lightly as the hero of Victor Hugo's romance.

How I Made My Advertising Pay

Progressive Dealer Recites His Experience and Gives Some Practical Advice—Newspapers are the Most Effective Medium—Uses Large Space in Order to Make Copy Distinctive and to Use Cuts—Business Has Increased Largely as a Result.

Written for Hardware and Metal by Geo. A. Elliott, Jr., Brantford.

The hardwareman should give a large share of his attention to the question of advertising. It has become a very essential part of the retail business. You have to let the people know what you are offering in order to get their trade nowadays. Everything may come to him who waits, but that axiom does not hold good in the management of a store. Trade comes to the merchant who advertises, not to the man who sits back and waits.

In the matter of advertising, conditions vary to such an extent that I think each dealer should use the methods which he finds best suited to his needs and his particular locality. From the viewpoint of a city hardwareman, I do not think there is any medium so effectual as the newspaper. By taking space in the newspapers, the merchant reaches all classes. If there are a number of daily (or weekly) papers in the locality, choose the best. The rates will be higher but the returns will be larger in proportion.

Changed to Larger Space.

When I first started newspaper advertising, I used small space daily and must confess that the returns were not appreciable. My ad. was just the same as a number of others. There was nothing of any particular character to distinguish it from the rest. When there is only limited space at the disposal of an advertising writer, he has not the opportunity to render his copy and his lay-out distinctive. He is forced to the level of mediocrity, as it were.

I realized that, to be effective, my copy must be noticeable at a glance. I wanted to make every reader either read the ad. through or, at any rate, connect the name "Elliott's" with the hardware and stove business. I was using three-inch space three times a week at this time. I changed this to one insertion weekly (on Fridays), using full double column space or 41 inches in all. I also introduced the use of cuts freely.

Found Change Resultful.

The results were apparent at once. My copy was attractive; at any rate, it attracted attention and it sold the goods.

Under this new plan, my business has shown a very noticeable increase each year.

The Essential Points.

I have found that the essential points in advertising are:

1. Have your copy attractive. It must be readable at a glance. I have concluded that the average reader will not take the time to read all the ads. in the daily paper. I want to make sure, therefore, that mine will be one of those the people do read. To get value from the expenditure, the ad. must be different from others.

2. I believe firmly in using prices in my advertising. For instance, note the item of lawn hose in the accompanying ad. Briefly, I state that it is guaranteed, emphasize the quality and then state the price. To my mind, this is the key to successful advertising.

3. It has never been my object to cater to the idea of bargain hunting. It is far better to endeavor to build up a steady and desirable trade by supplying reliable quality goods at a fair margin of profit. I only advertise a bargain occasionally, and then as a leader, purely and simply.

4. Under all circumstances, supply the goods exactly as advertised. People appreciate this. Nothing so arouses their distrust and disapproval as to supply them with something not up to the advertised specifications.

5 Have a certain amount of uniformity about your copy. It pays to educate readers to recognize your ad. at first glance. This you can do by having a distinctive heading and slogan. I always use the heading, "Elliott's Hard ware," and the slogan, "The place to buy reliable stoves and hardware." in my advertising as shown in the accompanying specification, and it has become familiar to readers.

6. My advertising is always on seasonable goods. Early in September, for instance, I will begin advertising Fall goods and stoves. It pays to attend to the lines which are most in demand.

7. Use as many illustrations as the space will allow. I like to have an illustration, as far as possible, for every article advertised. An illustration, a short, snappy summing up of the qualities of the article, and the price clearly marked:—That is the standard that I always endeavor to live up to in preparing copy.

Note the effect of the use of numerous cuts. The ad. looks "meaty," if such an expression be permissible: it



An advertisement prepared by Mr. Elliott—It occupied two full columns—Note the heading, the slogan and the splendid use made of cuts and prices.

fairly bristles with interest and selling points to my mind when cuts are used.

One of the advantages of using liberal space is that it is possible then to use cuts and distinctive features. Copy cannot be brightened by cuts when the space used is small.

This class of advertising takes time in the preparation but I am firmly convinced that it pays.

8. Advertising is not limited to newspaper space. We give our show windows careful attention and also do a certain amount of personal canvassing.

Selling and Installing at Same Time

Method of Going After Builders Hardware Sales, Adopted by Montreal Dealer —Strong Points of This Plan—Also Some Weaknesses.

This is an age of outside salesmanship. Dealers there are who still do not find it necessary to send salesmen out through the neighborhood, but practically every man in business is doing something along the line of outside work. An advertisement is an outside salesman. So is a circular letter—or a calendar at Christmas time.

This fashion of going after business did not spring up in any haphazard way. It is the result of careful study of business conditions. Dealers figured what trade there was to get, and how this might best be secured.

There is a certain kind of business which will come to a dealer, whether or not he does anything more to secure it than keep the stock necessary to supply the demand. There is other business which will go to some store—but unless it is sought it may be another dealer who will benefit. But there is business which may be lost entirely unless some progressive man goes out after it. There may be something which a person wants, but which he can get along without; something needed, but which means more trouble to get than to do without.

These things are especially true of all builders hardware lines. There are in Canadian towns and cities, now, a large number of new houses. These are supposed to be completely finished, and yet in almost every case some weakness appears. A door fastener may be lacking. A window catch may be defective. Perhaps some have been broken and need to be replaced.

These imperfections are annoying. Any householder almost will be willing to part with a little money to supply the lack, yet many will put off going to the hardware store to buy these things.

But supposing this trade is to be secured, is it worth going after? There is indeed a question here. It will be differently answered by different dealers, but here perhaps it would be better not to give an answer at all. Instead may be cited the method of one Montreal hardwareman.

Montreal, as all know, has been prospering greatly, of late. New houses have been going up in all parts of the city—especially in the east, west and north. Now this particular hardwareman carries on his business near the west-end, and therefore he has devoted his attention to that section. He concluded that there must be a good deal of builders hardware trade to be secured. He was not rushed greatly in the store, so he decided to take steps to secure this loose business.

With this in view the hardwareman selected one of his clerks who showed some aptitude for going about, and talking to people. He also secured the services of a carpenter, and sent the two men off to the district in which new houses were plentiful.

Now these men did not conduct any hit—or—miss campaign of salesmanship. They had a fixed object in view —that object being an inhabited house which had not a letter-box in the front door.

Could there be any better opening for a sale than the lack of an opening for a letter-box? This is an age of letters. The postman calls twice or three times a day, and unless he has a letter-box into which he can drop what he has brought he is obliged to ring the bell. That means a constant cause of disturbance and annoyance. Also the lack of a letter-box means that the missives have to be stuck under the door when no one is inside to receive them. This would not be so bad, if it were always possible. But often only an edge can be pushed through and the letter may be lost.

Quoted a Flat Price.

People realize this, and therefore this young hardware clerk regularly found a ready ear when he asked if there was need of a letter-box in the door.

"How much would it cost?" was asked.

"We will put one in for $1.50," would come the reply, and at the same time the letter-slip would be shown. It was a simple brass one, but one which would appeal to many. Some there were who asked for something different. They would be told that they could pick out what they wanted by going to the store. It would be explained that some styles might cost a little more than the one being shown, but that whatever were selected the work of installing would be quickly attended to.

That is a great selling point—the promise to install the letter-box. Many a man, in a new house, would buy one of these, but he is uncertain that he could put this in properly himself, and he knows that he will have difficulty securing a carpenter to do the work, and that he will have to pay a good sized figure for the services of such a man.

But the majority approached by the clerk of this energetic hardwareman, were quite willing to have installed, the model brought around. The carpenter therefore set right to work. The whole transaction was completed in a few minutes.

Other Sales Made.

But while the work of installing was going on the clerk was not idle. He showed some other things which he had brought in his bag—window catches, door stops, and similar lines. He did not urge the purchase of these, but merely inquired if they were needed. In many cases they were and sales were made.

But it seems that the dealer who inaugurated this scheme made one bad mistake. He sold the letter boxes, and a good many other lines. But he did not make use of these sales as he might to advertise his store. He did not leave any cards, telling where hardware goods might be secured; and explaining that a telephone message would bring prompt delivery of any kitchen utensils which might be needed. Many did not know from whom they had purchased the letter-slip. They only knew that they had agreed to give so much for this work—that the work had been done satisfactorily, and that they paid out the money.

But by failing to make his outside salesmanship act as an advertisement for the store the dealer lost part of his advantage. Yet he gained a good many sales, without losing any in the store. His methods, while not possible for all, may well suggest some similar line of activity.

Is the Binder Twine Shortage Real?

The Question of Tariff Enters Largely Into the Present Situation—Reports of Shortages Are Heard From the West—Number of Canadian Firms Manufacturing Binder Twine Has Been Reduced Since the Duty Was Removed.

From the West comes a cry of distress. Binder twine is to be scarce. Binder twine—why the prosperity of this prosperous young country hangs upon it. If the shortage is real, the results will be indeed serious.

And there does seem to be some cause for the present uneasiness. Binder twine is far from plentiful now. Even in the East—and in what seems east to the far westerner—dealers are experiencing difficulty getting the supplies they need . In Ottawa, and neighboring places, there is at present a shortage which gives cause for immediate anxiety, but shortage enough to arouse the dealers to the fact that the supply of binder twine—compared to the demand—is small.

The Tremendous Demand.

But the West—It is there that a shortage would hit hardest if a shortage should come. There 600 million bushels of grain are tied up annually. The amount is growing each season. Think of it! More than half a billion bushels are sent through the reapers each harvest. That means that car load upon car load of binder twine is required, and should the supply of this be too small, much trouble and much loss would result.

Men who have been, or are now in the binder twine business, do not care to pass a definite opinion upon the present situation. Piecing together the information which is available, however, it would seem that a large part of the binder twine which is needed will come through somehow. But there appears no doubt that there will be difficulty supplying this, and he will be a wise dealer who estimates what he will need, and who buys that at once. It is late already to place orders. Some men, who early put in their requisitions for a part of their supply, are finding difficulty in getting their sorting orders filled. Certainly those who have not yet ordered their total supply should waste no time letting their needs be known.

Cause of the Shortage.

But what is behind the shortage—for a shortage there undoubtedly is, though it is hardly likely that it will cause as great trouble as some are predicting. Is not the production of binder twine keeping up with the demand? Are the acres of wheat multiplying more rapidly than the twine factories?

This last would seem to be the gist of the matter. Farms are increasing in number. Land is producing more grain to the acre. The amount of binder twine needed, is therefore very much greater than was required a few years ago. And what of the sources of supply? The sources of supply, be it known, are less than they were a decade ago. Where there were eight binder twine factories in Canada then, there are now five. The situation is indeed one which calls for serious thought. No wonder Hon. Mr. White, the Minister of Finance, has stated that he is going to look into the matter very thoroughly, and appoint a committee of investigation to bring in a finding.

United States Twine.

There are those who declare the present shortage of binder twine is due to the taking down of the tariff restrictions, as they used to apply to this product. The great part of the twine now used here comes from two gigantic concerns in the States. But these concerns have also to supply a huge demand at home. There is some reason, therefore, for the ground some take, namely that these concerns—large and all though they are—do not have a sufficient production to meet the huge and growing demand.

In view of the present situation, and in view of the fact that manufacturers have waited upon the Minister of Finance, and have been promised a serious study of the situation to see if a tariff on binder twine is necessary, it will not be amiss to review tariff conditions.

History of the Tariff.

In April, 1897, there was a duty on binder twine coming into Canada of 12½ per cent. In 1898 this was reduced to 10 per cent., and then was removed entirely.

What did this mean, some may ask? Well it would be hard to say what it did mean. But what followed is known, and the reader will have to judge for himself whether this came as a direct result of the tariff change, and if these happenings—however caused—have really tended to keep down the supply of binder twine, or if they have merely meant that this supply comes from a different source.

In 1896 there was brought into Canada from the United States 3,018,065 pounds of binder twine. That, it will be noted, was in face of a duty of 12½ per cent.

In 1899, after free trade on binder twine had been declared, the importations amounted to 10,629,211 pounds; and in 1911, the importations had grown to 26,969,258 pounds.

Canadian Concerns Discontinue.

That should not make a shortage in binder twine, it may be said. Certainly it would appear that, with this greatly increased importation, the twine to meet the growing need would be to hand. But it must be remembered that this influx has had an effect upon the Canadian manufacturers. One factory which was used to produce 6,000 tons cut to 800 tons, going in more for rope in which there is a better profit.

Has Increase Offset Decrease.

Now has the reduction in the supply of binder twine coming from Canada been large enough to offset the largely increased shipments coming from the United States. The question presents many difficulties. Had the Canadian manufacturers been able to make money in binder twine they would certainly have increased their plants to meet the increased demand—much as other manufacturers have increased their plants. Thus the domestic production would have grown largely. As it is, however, there has been a shrinkage in the home production—a shrinkage which makes the total supply of binder twine barely sufficient, if it is sufficient at all.

What the outcome will be is a question for the future. Certainly the advisability of fixing a tariff on United States twine is to be considered. Those who advocate this state as one justification, that Canadian twine can not now go into the United States free of duty. The States does allow the free entrance of twine made from New Zealand hemp, Istle or Tampico Fibre, Sisal grass of sun, but twine made from Manilla hemp is subject to a duty of 45 per cent.

An Apparent Injustice.

Now practically all Canadian twine is, and always was, made from Manilla hemp. So Canadian operators face that high tariff for their finished product, and also face a tariff for the raw product, since Manilla twine goes into the States free since the war with Spain.

It is a serious question this. A return to the duty would almost certainly cause an advance in the price of binder twine. But it is possible this would not be a bad thing. It is better to have twine at a moderate price, than to have a low price without sufficient twine.

Tools Gain in Efficiency, not in Price

The Eighth Article in the Price Series, Telling of the Changes There Have Been in Tools During the Past Two Decades—On the Whole, Prices To-day are About Where They Were, but the Quality Has not Stood Still—Many Changes Enhancing the Value of the Tools Have Been Made.

Lumber has more than doubled in price in twenty years. Carpenters, it is said, are worth less and get more. Only the tools with which carpenters and amateur carpenters work have remained low in price. This is an interesting thing to remember in an age when complaints of the high cost of living are constantly being made.

Taking it in a broad sense there have been practically no changes in the price of tools. Perhaps some lines show a slight advance, but this is so because an old model is compared with a model which did not exist twenty years ago. Would it be fair to compare the old high wheel velocipede with the motor cycle of to-day, and say that cycles are costing more now? Some comparison of tool costs are just as unjust.

Labor Conditions Responsible.

What actual changes in price there have been have been due largely to labor conditions. Men demanded and secured higher pay and shorter hours. That, of course, meant that the cost of production advanced, and consequently that the price advanced also, which put the burden upon the consumer. Consumers, after all, are many, while the manufacturers are few. This is the old theory, therefore, of dividing the load among many so that none will be utterly weighed down.

But forgetting labor conditions, for the time; forgetting the higher cost of coal, which makes production more costly; let a few concrete cases be taken and some inquiry made as to the changes the passing years have brought in these lines.

The Case of Chisels.

Chisels are used by every carpenter, and sold by practically every hardwareman. How do the chisels of to-day compare with those used twenty years ago? The truth is that the chisel of to-day was not known twenty years ago—and twenty years is not such a tremendous stretch of time. Then the blade was flat and squared at the edges. Now the beveled edge is generally used. It cuts cleaner, and easier. Does it cost more? Well, that is a question. Chisels of this type can be bought for about 45 cents, retail. Twenty years ago chisels were to be secured for 25 or 30 cents. But they can yet be secured at that figure. The more modern styles cost more, that is all.

In the early nineties, and before that time, the great majority of the saws used in Canada came from England. This was also true of chisels, but hardly to as great an extent as with saws. Of late, there has come a change. United States and Canadian manufacturers have entered the field, and many of the models used now come from them. But this is merely a change in the source of supply. How about the goods supplied?

A Dollar Will Go Further.

As far as price goes there is little or no alteration. Dealers seem to agree that saws are for sale now at as low a figure as they were fifteen or more years ago. Some models may be more expensive, but for every cheap line sold in the old days, there is a somewhat corresponding line now. In saws a dollar will go as far now as it would in 1892.

A dollar will go further indeed, for there has been a great change in quality. Not that the steel has been improved. Some claim it has, and some hold that the temper of the old saw was better than the temper of those now sold. Perhaps there has really been little difference made here, but in shaping the saws a real advance is noted.

Two decades ago saws were made with straight backs. Now they are generally modeled with hollow backs; and it has been shown that this small change makes a tremendous difference in the ease with which the saw does it work. Moreover, the tapering of saws has been improved tremendously. A saw used to be the same width from the teeth to the back. Not to-day! The blade tapers. At the teeth it is thicker than at the top of the blade. It is shaped somewhat like the blade of a knife, with the cutting edge reversed.

Teeth Not So Widely Set.

This greater width at the cutting edge enables the saw to travel more easily through the wood. It does not catch. It cuts more cleanly, for it is not necessary to have the teeth set so wide.

Hammers, too, show a great change. To some a hammer is a hammer, providing it will drive a nail. But suppose it is called upon not to drive one nail but several thousand. Then a hammer that is so nicely balanced that it exerts greater driving power for less expenditure of energy is going to mean much. It will prevent the carpenter feeling that "three o'clock fatigue." It will increase his efficiency.

This niceness of balance is just what the modern carpenter's hammer has. Moreover, it really does not cost as much as did the hammers used by mechanics in the old days. These they were accustomed to get made especially for them—at no small expense. To-day the perfected work of close students of hammers is at their service for a dollar or less.

Better Claws on Hammers.

Moreover a hammer is sometimes used to draw-out as well as to drive-in. How does the modern clawhammer compare with the old one? In price there is no difference. Cheap models can be secured now as they could be secured then. But a good tool to-day is a better tool than it was those years ago. The claw is more bent, giving less awkwardness and greater leverage. The claws are made more finely—so that to-day a good clawhammer will pull from a board a half inch number 20 gauge brad, to draw which even fifteen years ago would have required the use of a fine and powerful pair of pincers.

Another line which has shown a great change is bits. Some of these models do cost more now than bits cost in the nineties. But the purchaser is paying for a new article, and is not being asked to give more for an article which he could secure in those earlier days.

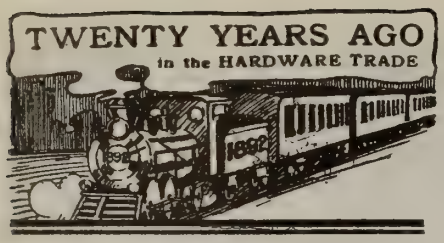
The centre bits used to be the only thing a short time ago. There was no twist to carry out the chips. The bit had to be removed to clear the way for its further work.

As time has advanced, the twists and cutters have been changed, until to-day bits are to be secured which are peculiarly rapid—which may cost a little more than men were accustomed to pay, but which save more than their extra cost every day in the time they save the user.

Efficiency Has Advanced.

Then planes might be mentioned. It might be shown that the models have been rendered less clumsy and more effective. A ten per cent. advance in the last four or five years has to be noted, but even with this the planes of to-day are little, if any, more costly than they were years ago, and they are infinitely more useful.

In short, when the question is considered, it becomes apparent that tools are not more expensive than they were. There are some new tools—tools needed for more exacting work—which do cost more, that is all. The real change in this hardware line is one of service. With the price remaining practically constant the efficency has advanced tremendously.



The following items are taken from the issue of August 13, 1892:—

"The hardware firm of Chown, Farewell & Co., Belleville, has been changed to W. W. Chown & Co., Mr. Chown is now on the road combining business with pleasure as many good business men do nowadays in taking their vacation."

Editor's Note.—The firm of W. W. Chown & Co., still do business in Belleville, but W. W. Chown himself is in Edmonton, Alta., where he conducts the Chown Hardware Co. His son, R. C. Chown, now in Belleville, is a past president of the Ontario Retail Hardware and Store Dealers' Association.

* * *

"It appears that counterfeit ten-cent pieces, dated 1891, are now in circulation. The only test is the sound."

Editor's Note.—With the rapid modern depreciation of the purchasing power of the dollar, the dime has become of such minor importance that the counterfeiter to-day would not waste time counterfeiting them. He deals in nothing less than bills and would be inclined to look upon his predecessor of twenty years ago as a "piker."

* * *

"Owing to the growth of their business, the B. Greening Wire Co., Hamilton, have once more found it necessary to enlarge their premises."

Editor's Note.—The necessity has been felt many times by the company To-day they rank among the best-known hardware manufacturing concerns in Canada.

* * *

"Application has been made to incorporate the James Robertson Co., Ltd., manufacturers of saws, lead pipes, etc., Toronto. Capital $250,000."

Editor's Note.—The new building of the company on Spadina is to-day rapidly nearing completion. They are now largely interested in plumbing supplies of all kinds.

* * *

"The police have been notified to keep a look out for burglars who stole forty razors and nine dozen pocket knives from James Sheldrick's hardware store in Hagersville."

Editor's Note.—Mr. Sheldwick, who is still in the hardware business in Hagersville can now afford to look back at his loss on that occasion with equanimity. The thieves, however, believed in conducting their operations on a wholesale scale.

* * *

"It is reported that Ramsey, Sons & Co., the paint manufacturers are about to remove their works from Haymarket Square to Hochelaga."

Editor's Note. — A. Ramsay & Son Co. are still on the old site, but a new plant has been erected.

* * *

"Tin:—The operations of buyers in New York have had a rather beautiful effect. Pig tin quotes at 24½ cents."

Editor's Note.—Tin is to-day quoted around 50 cents, and there does not seem to be much chance of lower prices at any time in the future. The increase has been due to the wonderful increase in the consumption of tin.

Hardware Letter Box

Closet Seats.

The Earl Construction Co., Athens, Ont.—"Kindly advise us what firms manufacture closet seats."

Jas. Smart Mfg. Co., Brockville, Ont.—Editor.

Stable Fittings.

Stanley Mills & Co., Hamilton, Ont.—"Please give us names of makers of Iron Stable fittings in Ontario."

Dennis Wire & Iron Co.,London, Ont.; Canadian Potato Machinery Co., Galt, Ont.; Louden Machinery Co., Guelph, Ont.—Editor.

Barn Door Hangers.

B. F. Ahrene, Hanover, Ont.—"Can you give me names of manufacturers of barn door hangers with round tracks?"

Richards Wilcox Mfg. Co., Aurora, Ill., U. S. A.; Hunt, Helm & Ferris Co., Harvard, Ill.; Stover Mfg. Co., Freeport, Ill.—Editor.

Knoll Washer.

S. Schwanz, Rocanville, Sask.—"Kindly inform me through your paper who makes the 'Knoll' washer."

Schultze Bros., Brantford, Ont.—Editor.

Carbide

E. Boucher, St. Hyacinthe, Que.—"Will you kindly give me name of manufacturers of carbide?"

Willson Carbide Co., St. Catharines, Ont.—Editor.

Redio Cloth.

H. Sloan, Tilbury, Ont.—"Can you advise us where Redio Silver & Brass Polisher is made?"

Redio Polish Co., 67 Fore St., London, E.C., England; MacLaren Imperial Cheese Co., Toronto, sole agents for Canada.—Editor.

American Sheet Steel Manufacturers.

Morrisburg Tack Mfg. Co., Ltd., Morrisburg, Ont.—"Can you give us names of some American Manufacturers of sheet steel?"

American Sheet & Tin Plate Co., Frick Bldg., Pittsburg, Pa.; Labelle Iron Works, Steubenville, Ohio; Lefoe Sheet & Tin Plate Co., Niles, Ohio; Inland Steel Co., First National Bank Bldg., Chicago, Ill.; American Rolling Mill Co., Middletown, Ohio; Stark Rolling Mill Co., Canton, Ohio.—Editor.

Wood Wheels.

Illsey & Harvey Co., Ltd., Port Williams, N.S.—"Will you kindly give us names of manufacturers of wood wheels for waggons, also name of wood workers' paper?"

1. Canada Wheel Works, Merriton, Ont.; J. B. Armstrong Mfg. Co., Guelph, Ont.; Dominion Wheel Co., Lindsay, Ont.; Victoria Wheel Works, Galt, Ont.; Ontario Wheel Co., Gananoque, Ont.; Chaplin Co., Ltd., of Chatham, Chatham, Ont.

2. "Canadian Woodworker" Mail Bldg., Toronto.—Editor.

Perforated Strap Iron for Pipe Hangers.

Sumner Company, Moncton, N.B.—"Kindly advise us name of manufacturers of perforated strap iron for pipe hangers. Can you advise us as to name of publication in Chicago dealing with the natural gas question?"

1. The Devlin Mfg. Co., Philadelphia, Pa.; Beaton & Caldwell Mfg. Co., New Britain, Conn.

2. Can any reader give an information about the publication asked for?—Editor.

Cast or Cut Cog Gears

Illsey & Harvey Co., Ltd.—"Can you furnish us with names of manufacturers of small cog gears, cast or cut? Kindly give us name of a Canadian Implement paper."

1. Hamilton Gear & Machine Co., Toronto, Ont.; Rile Tool Co., Durer St., Montreal, Que.; Canadian Buffalo Forge Co., Montreal.; Robt. Gardner & Sons, Montreal.

2. The Canadian Implement & Vehicle Trade, 8-10 Wellington St. E., Toronto. —Editor.

Men the Greatest Asset to Hardware Business

Ability to Pick and Train These Has Brought Men to the Front — How One Manager Rejected One Applicant and Accepted Another—How One Dealer Harnessed Enthusiasm.

It is generally agreed that the most valuable asset to any business is men. Get the right class of men in a business and that business will be of the right sort. One of the great problems before employers, therefore, is to secure the right kind of men. One of the big problems for the clerks and heads of departments is to make themselves "the right kind," so that they will be in demand.

Hugh Chalmers, who gave up a salary of $72,000 a year as manager of the Cash Register System, to take the head of the Chalmers Automobile Company, is said to be worth so much, among other things, because he knows how to pick men. A wholesale hardware dealer in Canada, who has risen from a poor man to an exceedingly rich one, is generally credited with being so successful because he knew how to pick subordinates. The man was not only an intelligent worker himself, but he knew how to gather about him men who would work loyally and intelligently.

Possibilities the Thing.

Hugh Chalmers has claimed that in selecting a subordinate he has always been guided not only by what that man can do at the time, but by the possibilities which he seems to possess. It is the man's capability of development, which, after all, makes him of great value.

There are hardwaremen who take much the same ground. What they have said about securing and developing their subordinates will be of value to many—not only to other dealers who are anxious to get new pointers on how to improve the efficiency of their staff, but also to clerks who are eager to learn the road to success—the most eagerly sought road, and the most easily missed in this twentieth century.

A Montreal manager of a large concern tells of an experience he had with a man who came seeking a position as head of the Builders' Hardware department.

"Have you had much experience with builders' hardware?" queried the manager.

Couldn't Be Taught.

"Yes," said the applicant, "I have been selling and buying it for five years. There is no one who can teach me anything about builders' hardware."

"That so," laconically remarked the employer. "Then I don't want you. I have been buying and selling builders' hardware for over twenty years, and I learn something new about it almost every day."

As this manager explains his action, it was not only the utter conceit of the applicant which made him regard him with disfavor, but he felt that this attitude of knowing it all, which the man assumed, would lead him to reject any thing which he did not know. Now the manager wanted to keep his builders' hardware department thoroughly up to date. He didn't see how this would be possible with a man in charge who felt sure he knew all there was to be known about builders' hardware, so he turned him down.

How the manager did fill the vacancy is worthy of note, as it will give a hint both to dealers and clerks.

Learned in Spare Time.

One of the clerks, a quiet but hard working man, came to the manager. "I hear," he said, "that there is a vacancy in the builders' hardware department. If you think I could fill the position I would like to get it."

"Well," said the manager, "you are the first man who has asked me for the post. I like your interest, but what do you know about builders' hardware?"

"Well," said the clerk, "as you know I have never had a great deal of experience with it, but I have been working in that department whenever things were slow in the tools. I have learned a good bit about it. I like the department, and think I could get along."

Of course the clerk got the position, and equally of course he has been making good. He did not know everything about builders' hardware at first. He doesn't know everything about it now, but he knows a lot, and is always ready to learn.

It is this enthusiasm, this interest, which is of the greatest value to an employer. He has to search it out, and discovering it, do what he can to make that enthusiasm work to the benefit of the store.

Lack of Enthusiasm.

An Eastern merchant declares that there are many clerks who are more interested in waiting for night than they are in waiting upon a customer. Pay day is to them the one bright day in the hardware business. These men, this dealer declares, are more thoughtful of what they will do to-night than of what they will do five years hence. The natural result is that five years hence they will do exactly what they are doing to-day, if they have been fortunate enough not to get shoved down hill.

But the men with enthusiasm have a wide field before them. And the dealers who have clerks with enthusiasm and and fortunately there are many such clerks, have a great opportunity to reap immediate benefit. But they must encourage this enthusiasm. They must show that they appreciate it, and they must develop it.

There is a dealer in Ottawa, and another in Carleton Place who have adopted one method in common with the purpose of inspiring their clerks to give of their best. They have introduced the spirit of competition into the store work. When the windows are trimmed, and they are trimmed regularly, one man is given one window and another the other. Both are told what the trim is to be of, though even in the decision of this they have a voice. Then they are allowed to go ahead as they like. What is the result? Why as long as human nature is what it is there could be only one result. Each man tries to beat the other. Each puts careful thought on that trim. Each does the best work he possibly can, and then, when the trims are finished, every one in the store is allowed to pass an opinion on the result.

Note Trade Bringing Qualities.

But it is not only the immediate appearance which is judged. The returns which the windows bring are noted. The clerks take as much delight in seeing the window which they trimmed bring results, as they would if the profits were going directly into their pockets.

Another eastern Ontario dealer found that one of his clerks had a mania for engines. What did he do? Simply harnessed that man's ability. He started to handle engines—engines for use on farm and river. He took up automobile accessories, and turned the whole department over to that clerk.

The result would be the result in ninety-nine cases out of a hundred where an enthusiast was in charge. That clerk could fix engines, and he did fix them. People more and more came to him when they had trouble with their launches. He recommended new sparkers, when these were needed. He suggested new batteries. He sold new engines, and all the time he was, and is, happy as a king. He was in love with his job, and so every one was benefiting.

Progressive Hardware Retailing

Hardware Firm are Rearranging Store Interior in Order to Feature Seasonable Lines—Maritime Firm Clean Out Summer lines by Holding Sale—Question of the Storage of Oils.

INTERIOR OF STORE REARRANGED.

New Liskeard, Ont.—The Geo. Taylor Hardware Co., are making the following announcement:—

"The interior of our store at the front has been rearranged and it now presents quite an altered appearance. The bargain tables have been moved to the front and as you enter, scores of wonderfully cheap things stare you in the face. Everything is marked plainly so that you can see in a glance just what you are expected to pay. These goods will sell themselves. The prices will pave the way. In a great many instances they are lower than prevailing prices in big city departmental stores."

Editor's Note.—The stock in the store should always be moved around so that the seasonable lines are kept to the front. Rearrangements have the advantage also of giving the store a perpetually new appearance.

GIRLS DEMONSTRATE RAZORS.

Montreal, Aug.7.—The value of a demonstration is being put to the test here, this method of attracting attention and sales now being used in the James Walker Hardware Company, St. James street, and in the R. & W. Kerr Co., St. Catharine St.

In both stores safety razors are being shown, and in each place a young lady is stationed in the window showing, by a number of printed cards and by personal demonstration, just how the blades are put in place; how the guard is attached, and how the razor is drawn over the face.

The demonstration has some unique features. To begin with the young ladies who sit in the windows, showing the goods, are masked. Probably this is but another way of attracting attention. Any way men in good numbers have been gathering about these windows—first to see what was going on—then to have a look at the girl in the velvet mask—and finally to inspect the razor which was being shown. It is understood the demonstrations have brought good results.

Editor's Note.—Demonstrations always pay, but when unique features are added, as in the present case, interest on the part of the public is doubly assured.

SUMMER LINES CLEARED OUT.

St. John, N.B.—What is rightly termed a seasonable sale was conducted this week by the hardware firm of Emerson & Fisher, Germain street, who were desirious of cleaning out a numerous stock of summer goods, and who succeeded very well in their endeavors. By offering a discount of 15 per cent. they induced many buyers and much interest was evinced in the displays given to the lines being featured in the "clean-up," as it was called. These were chiefly refrigerators, ice-boxes, hammocks, lawn swings, oil stoves, carts, and a few other articles which the firm did not like to burden themselves with in stock for the winter when the sale for them would certainly be dead. They managed to dispose of a large number.

Editor's Note.—It is a sensible move to dispose of surplus stocks at the present time. Demand will soon become a minus quantity.

TOOK ADVANTAGE OF CELEBRATION.

Fredericton, N.B.—This has been a particularly encouraging week for dealers in hardware in Frederiction. Conditions have been most promising. The merchants assisted in conducting an "Old Home Week," and aided widely in the advertising. There were hundreds of visitors to the city, drawn by the cry of "Back to New Brunswick for a Week," and attracted by the advertising literature sent out, showing a splendid programme. The dealers decked their premises in patriotic and holiday style, and the hardware merchants took advantage of the occasion to prominently connect the sale of some of their lines with the celebrations. Window displays took the form of a hearty welcome to visitors, to the sons and daughters of New Brunswick's capital returning to visit their old home, and few there were who will leave again without taking with them some tangible souvenir of their visit purchased from hardware dealers.

STORAGE OF OILS.

Sudbury, Ont.—The new civic fire by-law proposes to provide that a greater quantity than 25 barrels of oils cannot be kept in stock within the town fire limits. The hardwaremen, claim, and very justly, that this will constitute a detriment to trade. They have addressed the following letter to the council:—

To Mayor and Council,
Sudbury, Ont.

Gentlemen,—Re storing of oils within the town limits, we, the undersigned, beg to submit the following alternative:

"That we be allowed to handle oils, as in the past, in our present warehouses, within a limitation of not less than 90 barrels of coal oils, gasolines and other barrels of coal oils, gasolines and other oils, as follows; say 25 of gasolines and balance of coal oils, or that new grounds be secured for us by the town within a very short distance of the present ones, a common building thereon erected, a railway siding to it constructed, and a good wagon road leading to same built, said building to have a storing capacity of about 300 barrels. That gasoline or such other similar liquids be not limited to a smaller quantity than 30 barrels, and other oils to not less than 90 barrels, all of which for each of the individual firms.

"As to the quantities needed for retailing purposes, the following would be necessary:—Coal oils, not less than 75 gallons of each kind; gasoline and other oils not less than 12 gallons of each kind; turpentine at less than 75 gallons; paint oils not less than 75 gallons of each kind; lubricating oils, not less than 75 gallons of each kind.

"The above when kept in open tanks or barrels, but in much larger quantities when in tanks placed in fire proof vaults or underground and well ventilated.

Cochrane Hardware Co., Ltd.
Purvis Bros., Ltd.
Ricard Bros.

Current News of Hardware Trade

Capital Stock Increased.

Montreal.—Capital stock of the Canadian Fairbanks-Morse Co. has been increased from $2,600,000 to $3,100,000.

Hardwaremen Lost.

Russell, Man.—The general stores defeated the hardware stores at a game of baseball.

To Give Half-Holiday.

North Bay, Ont.—The merchants here have decided to give a half-holiday on Wednesday afternoons.

To Make Steel Tanks.

Halbrite, Sask.—A factory has been started here which will be thoroughly equipped to manufacture galvanized steel tanks of all descriptions. The company is known as the Halbrite Steel Tank Co.

In New Store.

Eganville, Ont. — W. W. Watson, hardware dealer, has moved into his splendid new store in the Rink & Boland block.

Bowmanville, Ont.—W. F. Dale has erected a two-storey brick store and is moving in his hardware and harness stock.

J. H. Driscoll Killed.

Winnipeg, Aug. 6.—J. H. Driscoll, formerly manager of the Winnipeg branch of the McClary Manufacturing Co., and one of the best known business men of the city, was struck by a street car on North Main street late this afternoon and died without regaining consciousness.

Guelph Hardware Co. Fire.

Guelph, Ont.—Fire broke out in the second storey of the Guelph Hardware Co. store during the early hours of the morning and did damage to the extent of several thousand dollars. It was confined to the upper storeys fortunately. The cause of the fire was defective electric wiring.

Opposes Government Control.

Toronto, Ont.—An entirely new attitude towards the compensation of workmen was voiced by Secretary Trowern of the Ontario Retail Dealers' Association before Commissioner Meredith at the resumed session of the inquiry this morning. In unmistakeable terms he pledged the united force of the retailers of the province in opposition to the element of public ownership or state control entering the management of the Compensation Act. Public ownership he held a complete failure and savored of socialism. The retailers would prefer being left out of the arrangement.

Effects of Strike Felt.

St. John, N.B.—Dealers in St. John, Fredericton, Moncton, and elsewhere throughout the province are keenly feeling the effects of the big dock sarike in the old country and the delay in shipments of many lines of goods is not at all pleasing to them. English hardware, cutlery, etc., has been held up for some time, and while there have been a few deliveries, the fall stocks have been deferred in shipment. Many dealers have an abundant stock on hand in most lines, but as is always the case, the trade craves for something new and in addition there are several lines on which the inventories show the stock to be below the usual figures. Through the settlement better conditions are hoped for and the tension is expected to be relieved. There are several orders now in the course of delivery but when they will arrive is uncertain.

New Retail Firms.

Steven, Sask.—R. E. Beaton is starting in the hardware business here.

Warner, Alta.—F. Nash, tinsmith, has started business here.

Cereal, Alta.—A. H. Melville is starting a hardware store.

Business Changes.

Leask, Sask.—Mattock & Chambers have sold out their hardware department.

Camduff, Sask.—Geo. Shortreed has succeeded Sparling & Shore in the hardware business here.

Montreal, Que. — Sarault & Poitras, hardware dealers, have dissolved partnership.

S. Coomber, Canadian representative of Henry Rogers, Son & Co., Wolverhampton, has just returned from a trip through the West.

—⚙—

MARITIME BOARD OF TRADE.

The eighteenth annual meeting of the Maritime Board of Trade will be held at Truro, N. S., on August 21 and 22. Some of the subjects to be discussed are:

That in the opinion of this board the railways of the Maritime Provinces should furnish heater cars when required for the protection from frost of potatoes and other perishable freight.

That a bonus should be given by the several local Governments on all cattle raised on the farms in their respective provinces which when dressed for sale shall weigh more than 550 lbs., and shall be not more than 5 years of age.

That the double-tracking of the Intercolonial Railway between Painsec Junction and Halifax should be deferred until such time as a thorough survey is made via Point de Bute, Pugwash Junction, Westville, Musquodoboit and Dartmouth with a view to locating an economical line for freight traffic and avoiding the heavy grades on the present route.

That the several local Governments give a bonus to owners of dairy cows which produce sufficient cream to produce each 150 lbs. of butter per annum.

The Workmen's Compensation Act—That in the opinion of this Board a more equitable agreement between employer and employe could be arrived at than the provisions of the present Nova Scotia Act provides. (Chapter 3, 1910.)

What means may be taken to secure a desirable increased immigration to the Maritime Provinces?

Three-Quarter Million Order Placed

Winnipeg, Aug. 5.—Thos. L. Waldon, sales manager and secretary, Marshall Wells Company, Winnipeg, secured from the Edmonton, Dunvegan and British Columbia Railway their order for track material, etc., for the construction of their line to Edmonton, north to Dunvegan, a distance of three hundr and twenty miles. The order was for $750,000 worth of material. This no doubt is the largest order ever placed with the wholesale hardware trade in Canada or the United States. It will require fifteen hundred car loads to move the tonnage from the head of the lakes to Edmonton. Mr. Waldon on his recent buying trip in the east placed with the Canadian manufacturers that portion of the order on which they were able to make satisfactory shipments. The magnitude of this order proves that at least the wholesale hardware business is not on the decline when Western Canada has such large orders to place and the opportunity to secure the business is taken advantage of by them.

Weekly Market Report --- Metals

METAL NOTES.

Business generally is very good.

The outstanding feature is the great scarcity of lead due to the dockers' strike in England.

Tin has been quiet but firm in tone.

MONTREAL.

Montreal, August 8.—Still the scarcity of lead is the great feature in the local metal situation. The trouble, of course, is largely the result of the dockers' strike in London. Stocks have not been coming out from there. Shipments which were expected to reach Montreal early in June have not been heard of, and it is not likely that the large supplies will come in for some time yet. One shipment is now on its way from Tyne, but it will not arrive for at least a fortnight, and even then the supply will be insufficient to meet the demand.

Trail lead is commencing to come through, but there are so many old orders that it is impossible to guarantee any new delivery until September. Then the rush of grain from the west will be creating a scarcity of cars, so that it is doubtful if these shipments will reach the east before October.

Facing Still Higher Prices.

Lead is the only metal which is exceedingly scarce at present, but all are high in price, and from what is learned it appears that Canada is facing high prices in metals. Copper maintains its high figures. Tin, while vacillating a little, seems to be moving upward rather than downward. Iron is high, and sheets are evidently on the point of advancing.

The likelihood of these high figures, of course, suggests higher prices for some finished products. Indeed one or two of these higher prices have already been struck, such as iron pipe and brass valves; and it is expected that soil pipe will be put upon a new level almost immediately.

Tin:—There has been some shifting of prices, but generally the market has been rather quiet. Locally the supply is fair, and the demand good. It would seem, though, that higher prices may be looked for.

Iron Going Up.

Iron:—The market is rising, taking a 6d. advance on Wednesday which put the price on the Primary Market two shillings higher than last week. The quotations generally are 60s 6d. Locally there is a very fair supply, but the demand is heavy.

Owing to the advance in the raw material soil pipe is to be advanced. The supply of this was quite large a month or so ago, but since that time the ordering has been so heavy that stocks are greatly reduced. It looks more and more like a shortage.

Galvanized sheets too are high, in England and in the States. It seems likely that the handlers here will have to make an advance in these. Black sheets have already been raised about 10 cents per cwt.

Spelter:—The metal is high in price, although East St. Louis has shown a decline the last few days. This is simply because the product was advanced too rapidly. The supplies are fairly plentiful, and no anxiety over this metal is felt.

Lead:—The metal is exceedingly scarce, as has already been said; moreover there seems to be some doubt if it will become more plentiful within a month or two. Indications rather point toward a greater shortage.

TORONTO.

Toronto, Aug. 8.—The market is featured chiefly by the continuance of the scarcity in lead. It is very hard to obtain; so hard that the local market is practically denuded of the metal.

The dockers' strike in the Old Country is the cause of the shortage and there does not seem to be much hope of a betterment of conditions until the strike is settled.

Generally speaking, business in metals is brisk. There is a steady call for all lines. The summer has seen little or no diminution of activity and an exceptionally busy fall is now anticipated.

There have been no changes in price this week, though firmness is the prevailing note.

Tin is Quiet.

Tin:—The situation has not shown any developments. Generally speaking, tin has been quiet here. There has been a good demand, it is true. It is interesting to note that predictions as to tin are all favorable to the bull element. The "Metal Market" says: "London bulls have evidently returned from their holiday feeling pretty good over the prospect that the statistics a month from now will be the most favorable the market has had in years. In other words, no Banca tin comes on the market this month and if the visible supply increased less than 400 tons last month with the 2,400 tons Banca. what decrease will be shown at the end of this month when none of this Banca supply comes on the market? Another reason is undoubtedly the feeling that 1912 has so far been a bad year for bears, in all metals and there is no reason to believe that this may not be continued.

Copper:—The local market is quiet, although the demand continues quite active. The price has not changed.

Very Scarce.

Lead:—Pig lead is indeed very scarce. There is little in sight here, certainly not enough to meet the demand which is seasonably brisk.

The price has remained stationary but it is in a sense nominal.

Spelter:—The high price has been maintained and, as the demand is heavy, it seems resonable to assume that present prices will be maintained for some time.

The primary markets, however, are turning weak. A despatch from New York reads: The spelter market has turned weak, and very much unsettled, and in the absence of buyers it is difficult to say exactly where the market is. On the New York Metal Exchange to-day spot and also August New York delivery was offered for sale at 7c and October delivery at 6.90, without finding buyers, and for East St. Louis delivery spot and August offered at 6 7-8 September, 6.80, October 6¾, November 6 5-8, but no buyers. The ore position has been evidently overplayed and is suffering in consequence. Doubt in the inability of producers to supply the country's requirements has been shattered by the government statistics.

Pig Iron:—There is a heavy demand. Prices remain firm.

WINNIPEG.

Winnipeg, Aug. 5.—Lead prices are very firm but no further advances are reported.

The situation in plate remains unchanged there is still the same difficulty in obtaining supplies that has existed all summer with no prospect of any great improvement in the immediate future.

Stocks of cement and structural steel and iron throughout the West now seem ample to carry on without delay the season's programmes of construction.

All iron works are running overtime, and sheet metal workers would be equally busy if they could obtain supplies needed.

Weekly Market Report --- Hardware

A BRISK TRADE.

Business in hardware lines is good, exceptionally so for this time of year. There is a large volume of busisess well distributed.

An advance has been declared in iron pipe. This has been anticipated for some time.

Brass goods have advanced, as noted elsewhere.

MONTREAL.

Montreal, August 8. — The predicted advances in the price of iron pipe came this week, and as often happens, a good many dealers were found unprepared. They will, therefore, have to pay from 3 to 5 per cent. more for their black and galvanized pipe.

Also there has been an advance in black sheet iron—the new figures being about 7½ per cent. in excess of the old. Brass valves, too, have jumped in price, the new figures being some 10 per cent. higher.

Generally business is remarkably good. Summer goods have well nigh ceased to move and even for those goods which are wanted only in winter, the call is becoming heavy. The chilly weather, which has marked all but two weeks of the summer, has had its effect. Garden tools, hose and lawn mowers are not moving so well now; but traps, lanterns, and preserving lines are in demand.

Winter Goods Moving.

Seasonable Goods.—The darker evenings are causing the demand for lanterns. The chilly evenings are evidently suggesting the coming of bitter weather later on, and are causing a movement in weather strip. But only the memory of past shortages can be credited with stirring up the early demand for sleigh bells and skates. For the sleigh bells especially there has been noted a good demand.

Meat choppers, kettles and such lines are being ordered largely. With the fall, and the approach of thanksgiving, these will be needed, and the wideawake dealers are preparing their supply now.

Heavy Hardware.—Here it is that the main price changes have been noted. But there are more changes to be expected still. Soil pipe has not as yet been put upon a higher valuation. That this will be done before very long is practically certain.

The New Net Figures.

Of the changes which have been made perhaps that relating to iron pipes is the most important. The new net figures, as quoted by Montreal dealers are:

Black		Galvanized
$1.88	¼ and ⅜ inches	$2.65
$2.45	½ inch	$3.35
$2.90	¾ inch	$4.00
$4.10	1 inch	$5.70
$5.60	1¼ inch	$7.85
$6.75	1½ inch	$9.40
$8.40	2 inch	$12.00
$13.50	2½ inch	$19.20
$17.70	3 inch	$25.00
$23.60	3½ inch	$33.15
$26.90	4 inch	$37.65

In black sheet iron, too, the changes are worthy of tabulating. The new prices are:

10 to 12 gauge	$2.40
14 to 16	$2.15
18 to 20	$2.20
22 to 24	$2.25
26	$2.35
28	$2.45

Then in brass valves, the new figures show an increase of something like 10 per cent. Standard compression have been advanced from 70 per cent. discount to 65 per cent. discount; while Jenkins valves, which have been quoted at 52½ per cent. off, are now listed at 45 per cent. off.

Sporting Goods.—The mid-season lull is affecting business in this line somewhat; nevertheless, those handling these goods are not idle by any means.

TORONTO.

Toronto, Aug. 8.—For season of the year, business in general hardware is being well maintained. True, certain lines are rather inclined to quietness but that is only natural at this time. On the whole jobbers are well satisfied with volume of business being transacted.

Perhaps the recent cool weather has turned dealer's thoughts to fall and winter. This would appear so from greater interest being displayed in goods for fall demand. Weather strip and associated lines are beginning their annual movement. Lanterns, horse blankets, etc., are moving to the fore.

Ose of the features of the week is an advance in iron pipe. Brass goods are also higher. Indeed, advance in this latter line has been large.

Seasonable Goods.— The seasonable lines that are now in demand from the hardware man are quite extensive and there should be a good volume of business in evidence. In farming communities there is a good call for all lines used in harvesting. Preserving is now in full swing and is responsible for no little amount of business at present time, while fly destroyers, paris green and similar lines all help along in sales these days.

Farm Tools.—While retailers are still finding a good demand for many harvesting lines, this business is pretty well to an end with jobbers. In its place, they are finding a call for threshing supplies which will soon be needed. Threshing will shortly be under way and besides supplies for this line, it will bring a demand for grain bags, material for erecting and repairing grain bins, etc.

Household Goods. — Stellar lines of household goods at present are preserving necessities. Kettles and jars are moving out. Associated lines such as sealer rings, sealing wax, corks, etc., are being asked for.

Builders' Hardware.—Builders' hardware shows no price changes but there is a heavy demand. This is only to be looked for under extensive building operations now in evidence and which should cause demand for these lines to be maintained well into the fall.

Heavy Hardware. — An advance in iron pipe, intimated as probable in past issues has furnished one of the features of the week. Particulars of its upward movement will be found elsewhere.

Screws are regarded as firm. In fact they have been for some time but strength is no less pronounced, although there has been no advance. General lines are in good demand.

Sporting Goods.— Retailers are beginning to show interest in guns and ammunition for fall hunting. Indeed duck hunting season is not now far distant and it is about time dealers were wheeling supplies into prominence.

With exception of balls, demand for lacrosse and baseball goods is slack. Rugby goods will be wanted before long and dealers who are going to undertake an early campaign should soon be looking to their orders.

WINNIPEG.

Winnipeg, Aug. 5.—With the present eminently satisfactory crop outlook, there never was a better feeling in business circles generally throughout the West than now. Preparations are being made for a record in fall and winter trade but for the present there is a lull in activity as compared with the last few weeks. This was to be expected. Preparations for harvest being about completed.

There is, however, no falling off in the demand for builders' hardware, building permits in the city are now well on the road to $15,000,000 and it is confidently predicted that they will run close to $20,000,000 for the year.

Orders are now coming in freely for fall sporting goods, guns, rifles and ammunition. Ammunition prices are generally a little stiffer following strength in lead and metals, but with an ever increasing interest in field sports, this will hardly effect the volume of business.

Stoves, Furnaces and Accessories

"Service" Will Be Keynote in Stove Sales

Future Negotiations Will be Conducted on That Basis Says Contemporary—Merchants Will Not Sell Stoves But Service —They Will Contract to Heat a House.

The following extracts from an article in the Hardware Reporter will be of interest:

Selling stoves on the instalment plan seemed the greatest stumbling block for the hardware merchant. Encouraged by the seeming success of the instalment plan as conducted by furniture and housefurnishing stores, many hardware merchants adopted the plan.

As a rule, two serious mistakes were made. The first and most serious mistake was in selling at too little profit. The second mistake was in not being equipped to follow up collections. The plans of the instalment house were adopted with little thought or study of their methods. An investigation would have made their reasons for success plain to anyone. In the first place, where the retail hardware merchant was adding 25 to 33 1-3 per cent. over factory cost to cover his profit and the cost of doing business, the instalment house added 75 to 100 per cent. Again, the instalment house maintained a well-equipped collection department, closely following each payment as it came due, while the hardware merchant trusted to luck. Selling goods on long credit at a short profit and trusting to luck for payment, has never been a winning combination.

The successful stove merchant of the future will not sell stoves. He will sell contracts. For a consideration he will contract to place in the home a cooking apparatus that (used as stipulated in the written contract) will aid in cooking in the best manner all cooked foods of whatever nature. If a heating stove, he will contract to heat the required space properly, and at the same time provide the ventilation so necessary to good health. There is no single article or combination of articles entering into home life that are of such vital importance to health and happiness as the apparatus on which nearly all food must be prepared or the home warmed and ventilated.

The sale of stoves to-day is almost wholly a question of barter. To-morrow it will become a question of service. Instead of the stove business being overdone, as is claimed by some unthinking persons, the surface has only been scratched. To the merchant wise enough to sell cooking and heating contracts the field is unlimited. He will study and know just how to operate each stove to get the best results. He will not permit a customer to select his own stove, often choosing a type entirely unfitted to his needs ,and then exacting a guarantee from the merchant that it will meet certain requirements.

With a contract to perform a certain work, the merchant will insist on himself selecting the stove that is to be backed up by his guarantee. The merchant or his representative will visit and carefully inspect the premises in which the stove is to be used. He will examine the flue to which the stove is to be connected. If a range or cook stove is being considered, he will learn the number of people to be provided for. When the stove is finally placed it will be of the proper size and kind. Minute instructions as to methods of operation, size and kind of fuel to use, how to regulate the drafts, etc., will accompany each stove. In short, stoves will be sold, as they should be, on the basis of service.

This change in stove marketing methods is surely coming. The retail hardware merchant will come into his own by this change. The mail order stove will pass out because the manufacturer or dealer at long range is not in a position to render this service. Instalment houses and department stores are preaching "service" in season and out, but are strangers to its practice. Whenever actual service becomes involved, the big stores suddenly discover a line to be unprofitable. Their plan is to carry only such merchandise as will pay the greatest profit with the least "come back." One illustration will suffice:

In the hardware line they carry only profit-bearing goods, leaving the unprofitable staples to the hardware merchant. The retail hardware merchant from the very nature of his business, is used to rendering service. In perhaps no other mercantile line is the merchant required to render the service that is expected of the hardware merchant. He is, therefore, naturally fitted to control the sale of stoves on the basis of service. While we are convinced that this change in stove selling methods is slowly but surely coming, we realize that its accomplishment may be a matter of years.

In the meantime, what? Under existing methods there is good money to be made in the stove business. The rules are few and simple. Study the needs of the community, the kind of fuel most used ,and then buy stoves to fit the requirements. Place each stove on a platform or truck where it can be seen and shown to the best advantage. See that each stove is carefully polished, and that all nickle or other or other trimming is well cleaned. Above all, keep your stoves clean and do not permit them to be used for storing surplus stock. A stove display should receive as much attention as a display of cut glass or fine mechanics' tools. A stove sale is often made or lost on a customer's first impression. For that reason the first impression should be made as favorable as possible.

Without question the greatest drawback to a successful stove business is the average merchant's almost utter lack of knowledge of stoves. To this lack of knowledge can be traced the loss of most sales. To offset this weakness price cutting is invariably resorted to. Knowledge begets confidence. A salesman without confidence is like a ship without a rudder, neither being sure where they will land. In a large measure manufacturers' salesmen are responsible for this ignorance on the part of the merchant. The salesman is instructed to and does devote his effort to extolling the merits of his particular line as compared with other lines. He no doubt assumes that as a matter of course the merchant is entirely familiar with all the details of setting up and operating any stove. As a matter of fact, many merchants, through a mistaken notion, assume knowledge they do not possess.

A stove merchant to be successful should be entirely independent. A merchant who does not know more about setting up and operating stoves of all kinds than the maker himself, is hardly worthy of the name of merchant. The merchant who is constantly referring every little complaint to the manufacturer is the one always complaining of the stove business. The self-confident, alert, well-posted, hardware merchant is the one whose stove department is making him money.

—⚙—

CAUTION ADVISED.

Cleveland, O., Aug. 8.—The Iron Trade Review to-day will say:—

Caution and restraint in advancing iron and steel products to higher values is being counselled by leading steel manufacturers, who foresee a restricted buying movement if prices are increased too rapidly.

On the average, deliveries of all steel

products are deferred eight weeks, and as specifications and new tonnage continue greatly in excess of production, shipments gradually will be further postponed. Under these conditions, no difficulty is being experienced in maintaining prices and the tendency is toward higher values, notably on tin plate and wire products.

The sharp advance at Pittsburgh in all grades of pig iron, approximately 50 cents a ton for the week, was by no means an unexpected development, in view of the recent heavy purchases, which easily aggregate 300,000 tons. The absorption of basic has been tremendous and only a small tonnage is available for delivery the remainder of the year. That the present quotations are attractive to the owners of idle furnaces is indicated by the number of stacks that are being prepared for early resumption. Two steel works and one merchant furnace have gone in this week and coke is being purchased for the requirements of five idle stacks.

Weekly Market Reports---Stoves

STOVE NOTES.

Activity is now noted, although the fall rush is still some little distance away. Stove manufacturers are now convinced that the crops are an assured success and are making arrangements accordingly for a heavy stove season.

MONTREAL.

Montreal, August 8.—This is the lull before the storm of orders. No great rush for stoves or for the accessories is being noted at present, but that there will be a rush none seem to doubt. Some of the dealers are getting their orders on file, so that they will be sure of their deliveries in a few weeks' time. As for the manufacturer, he is bending his efforts to getting the supply which will enable him to meet the rush demand which is confidently expected.

Of course, there is another contingency to expect—the difficulty of getting cars, and of securing cartage. There seems no way of guarding against that, however, the dealer just has to take his chance, and the manufacturer can only hope that there will be no serious car famine.

What Dealer Owes Himself.

The dealer, of course, has something to do with his own chance. The earlier he places his order the better chance he has of securing the goods he wants in good time.

Furnaces.—This line is commencing to move nicely. The contractors are getting their supplies, and many of the dealers who handle this class of goods are getting their stock ready. When September comes there will be a great demand for furnaces — a demand which may prove hard to fill.

Refrigerators. — Despite the cool weather, and the lateness of the season, the business in this line is not yet over. It is quiet for a time, but in September, when the holidayers come back to town, there will be a good demand. It has been so in the past, and there seems no reason to doubt that it will be so this year. Some dealers are holding special sales of refrigerators now, aiming to clear out their stock. Others are waiting for a time; hoping to find a better demand in September.

Big Trade Coming.

Kitchenware.—This is the line which shows the greatest activity at present. Skellets and boilers, for preserving, are wanted by the dealers. They will soon be in great demand by the housewives, and the dealers must prepare. Already there has been a good deal of retail buying in this line, but the greater part of the preserving is still to be done. The greater part of the trade in the goods needed, therefore, is yet to come.

Oil stoves.—The new models put upon the market this year have met with a great deal of favor. Sales have been large, despite all unfavorable weather conditions. But the season for the coal-oil cooker is passing. Soon the coal oil heater will be in demand. Those stoves were largely bought last year. They will be wanted fully as much this fall—perhaps more. The prospects are that there is to be a heavy rush.

Ranges and Heaters.—A good number of orders are being received, but many of these call for future delivery. Still, many stoves are being shipped at once, for even those dealers who do not expect their business in this line to commence at once, wish to get some models on their floor, that they may have something to show prospective customers. Some heaters are being shipped, too, but the great activity in this line is booking orders for future deliveries.

TORONTO.

Toronto, Aug. 8.—Canadian crops are being closely followed for they are to some extent at least, a gauge of the year's trade in stoves. Reports indicate generally rosy conditions at present time. At any rate, stove manufacturers are looking forward to a record demand for stoves this year. Indications at present time are for plenty of money in circulation this fall and this combined with large influx of population this year, is accountable for present optimistic predictions of manufacturers.

It may seem strange that dealers should be interested in heating apparatus and refrigerators at same time. This nevertheless is true. Interest in refrigerators dwindled for a time but warm weather has still a considerable course to run and there is yet to be no little amount of trade secured in these lines. It is the dealer who keeps them in prominence who is going to get the trade.

Furnaces.— There is a good trade present in furnaces and furnace accessories. Building has been on an exceedingly liberal scale this year, particularly in the cities and for some time now, retailers have had plenty of contracts for installing furnaces. With approach of fall, necessity of having this work done is becoming more evident to builders and outlook for trade looks very bright. Manufacturers are busy now and it looks as if they would be taxed to full limit this fall.

Retailers will have considerable furnace repair work to look after later in the year.

Ranges. — Outlook for stove trade this fall is particularly bright. This is indicated by volume of orders which is already coming to hand. A good many of these call for future shipment but some of them are ordered to go forward at once. This is more marked in the case of the West and certain distant parts of Ontario.

Gas Stoves.—"This is the biggest year we ever had in gas stoves." This statement of one firm seems to reflect pretty accurately the opinion of majority of manufacturers. This has been an excellent year for gas stoves, especially in the cities, where increasing number of apartment houses is the cause. Jobbers still report sorting orders as appreciable in volume.

Orillia Merchant Favors Saving Daylight

Rescinding of the By-Law Giving an Extra Hour After Work a Mistake in His Opinion—Working Men Opposed It — Thought it Would Eventually Mean Longer Hours.

The Daylight Saving Bill passed in Orillia, Ont., in June had a short life. It will be remembered that the Orillia council, believing that an extra hour of daylight would be acceptable to the people of that town, passed the by-law, declaring that with June 23 clocks were to be put forward one hour until August 31

This meant that Orillia merchants would open their stores an hour earlier in the morning and close an hour sooner in the evening than they had been accustomed to do. It also meant laborers in factories, clerks in stores, offices, etc., began work earlier in the day and quit earlier in the evening. In fact the entire commercial works of Orillia were put in motion an hour before those in the remainder of Ontario and of course shut down the 60 minutes sooner in the afternoon. This was to provide an hour more daylight after hours.

The by-law went into effect all right, but did not hold its force very long. There were some objections and these took on a more determined appearance as the days of more daylight passed by.

Favored By One Merchant.

What one Orillia merchant, doing a large general business, thinks of the innovation is interesting.

"So far as our experience was concerned," a member of the firm stated to The Canadian Grocer, "we found the measure very satisfactory.

"The trouble arose through a considerable number of working men refusing to fall in line with the by-law. This caused considerable confusion in the town, and those in favor thought it was better to rescind the by-law rather than prolong something that was irritating so many.

Advocates a Dominion Measure.

"We believe that if the measure were adopted by popular vote, and the working men consulted, it would be very beneficial to any town. If it were to become a provincial or Dominion measure it would be even more beneficial.

"We think too, that it should be extended so that the season would begin about the first of May. The advantage of changing the clock is that it does not in any way interfere with a person's regular working hours.

Why Laborers Objected.

"The objection of many working men came through their idea, encouraged by a few individuals, that it was a scheme of the manufacturers to enforce a longer day in the near future. The present factory day here, is from 7 o'clock to 6.

"We feel confident," he added "that if it were universally adopted this measure would bring a great deal of satisfaction to those who enjoy the brief Canadian summer."

Catalogues and Booklets

Stoves and Furnaces.

Clare Bros. & Co., Preston, Ont., have issued two catalogues dealing with their heating lines. One is devoted to Heela Furnaces and gives a most complete description, dwelling on the points of fuel economy and non-leaking qualities. The slogan of this catalogue is "It saves one ton in seven." The Heela is well illustrated and each part is shown and described. Mention is also made of other lines of furnaces manufactured by the company. The catalogue has a black cover with embossed silver print.

The second is called "Comfort and Health" and is devoted to a discussion of "sane heating of houses." It contains many strong arguments in favor of warm-air heating, pointing out the value of air circulation and humidity. The catalogue is well and pointedly written and is arranged in attractive style.

Farm Improvements.

The Canada Cement Co., have issued an interesting instalment of "Farm Improvements." It contains descriptions of concrete septic tanks and barns.

WORLD'S TIN OUTPUT.

"The stimulus represented by the high and increasing prices of tin during recent years has materially led to attempts to find and open up new tin districts, particularly in the United States and British Africa," says the London Times. "But the totals contributed by these new sources are hardly yet appreciable. The American production so far has been negligible. For all practical purposes the world's supply of tin is still provided by a very few older localities. It is remarkable, indeed, how few and circumscribed these areas are; a southern province of China, the Straits Settlements, two small Dutch islands in the Malay Archipelago, the eastern coast of Australia, Tasmania, Bolivia and Cornwall—these were all, though now there should be added South Africa, which last year provided about 2,000 tons. In the ten years 1902-11 these old tin districts produced tin as follows (for comparison the average yearly production and the output for last year are also set out in tons):

	1902-11.	Aver.	1911.
Straits Settlements .	575,829	57,582	53,670
Australia	50,621	5,062	3,825
England	46,763	4,676	4,500
British Empire ...	673,213	67,320	61,995
Malay Archipelago (Banca, etc.)	147,053	14,705	15,131
Bolivia	166,193	16,619	22,064
China (Yunnan)	38,204	3,820	3,600
Grand total	1,024,663	102,464	102,790

In four districts—the Straits, China, England and Australia—the production last year was below the average of the ten years. The most striking feature revealed by these figures is the expansion in the Bolivian production. That marvel among the mineral countries of the world now takes the second place as a producer of tin, having displaced the Dutch possessions from that position. The Bolivian output in 1910 was 9,600 tons, and it has doubled in ten years."

DEVELOPMENTS IN NAIL INDUSTRY.

St. John, N.B.—The Maritime Nail Co., of St. John, N.B., is still a nail company, but no longer a maker of horse nails. The horse nail section which was the original exclusive manufactured product, has been taken over by the Capewell Horse Nail Co., and this is explained by the fact that Stanley Elkins, managing director of the former Maritime Nail Co., bought out the Capewell interests, and merged that with his own company, which he again sold. Then the new Maritime Nail Co. of to-day was organized for the purpose of manufacturing wire nails only. A complete new equipment has been put in, in fact a new mill has been established, with new capital, some new workers, new executive men, too, with Mr. Elkins president and managing director. They are making, in addition to wire nails—known as monarchs cut and coiled wire, also annealed fence wire. They have capacity for 1,000 kegs of nails a day, and in a couple of months expect to be running "full," at present producing 700 kegs a day. A staff of 150 hands is required, and the trade extends all over the Dominion.

Methods of Retailing Paints and Varnishes

Keeping the Paint Stock Intact

The Stock Should be Housed in One Part of the Store—The Many Advantages of This Method—Scattering Stock in Various Parts of the Establishment is Bad From Every Standpoint.

"I am a firm believer in keeping each department of the store distinct and separate," was the statement made recently by a hardwareman whose success has been so unmistakeable that his opinion carries weight as a result.

"This mixing up of goods of all descriptions in all parts of the store is not good business," he continued. "In the first place, the goods do not have the 'selling force.' When the complete assortment is seen together, your chances of making sales are doubled. If there is one thing a discriminating buyer desires, it is a good assortment to pick from. If the assortment is right before him, he is better pleased than if the goods are scattered here and there on different counters, tables and shelves. One complete display has accumulated force.'

"In the second place it is more economical in every way. When goods of one kind or of a certain line are all together, the salesman can wait on a customer without hunting up other varieties in different parts of the store. He thus saves time—his own and the customers.

"In the third place, the stock can be kept neater and more attractive.

"In the fourth place, and last, it is possible to keep closer track of the stock. When the goods are scattered more or less promiscuously, the dealer never knows just what he has in stock. He may run out of a certain article and never discover the fact until it is called for. When the goods are centralized, however, it is less difficult to keep close track of the stock in each department."

In the Paint Department.

All these reasons hold good with respect to paint. The paint department, as well as all other departments, should have a part of the store to itself. All paint stock and accessories should be assembled there—and there should be nothing else but paint. Let us review the reasons again.

1. The paint has extra selling force when the entire stock is centralized. It attracts more attention. If a customer sees only scattered detachments of stock here and there, he is not likely to be impressed. But when there is a distinct place for the paint stock, the size of the display does away with any danger of its being missed. Furthermore, a large display is more likely to arouse interest than one of smaller dimensions. The customer concludes that this store is a good place to buy paint, that he is likely to get good satisfaction where so large an assortment is carried.

2. It saves time. The customer can pick out the kind of paint and the amount needed without stirring.

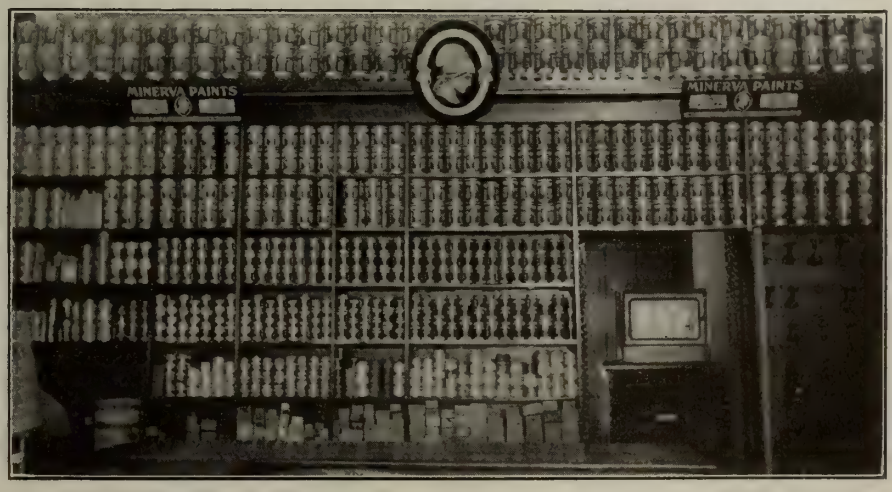
3. The stock can be made infinitely more attractive for a number of reasons. It can be kept sorted up, dusted and arranged in symmetrical rows. Hangers and lithographs can be used to brighten the appearance of the department. When the stock is scattered, the effect is lost entirely.

4. It is practically impossible to keep track of the stock in any other way. This is an important point, for the dealer who would keep his paint stock well sorted up must watch it closely. Where so many different kinds of paint are carried and such a variety of sizes is called for, it is a common occurrence for certain kinds or sizes to run out. If the stock is scattered all over the store, there is no way of checking shortages. When it is all together the dealer can keep a close watch on it and promptly fill any deficiencies.

Helps Sale of Accessories.

There is another reason, and a very important one. Having a department, or section of the store set aside exclusively for paint, brings along the sale of specialties and accessories.

In this way: When a customer calls, say for carriage paint, he sees an assortment of brushes, stains, etc., on all sides. The salesman having such lines ready to hand, has it in his power to suggest them to the customer. "Do you need a brush?" he asks; and thrusts a specimen in front of him. Now, if the paint is in one part of the store and the brushes are in a drawer in another part, five times out of ten the salesman won't bother asking and the other five times the customer will say "No" before the salesman can get the goods out.



WELL-ARRANGED PAINT STOCK.

Herewith is shown the paint department in the store of Nap. Pelletier & Son, Drummondville, Que. It will be noted that the stock is kept convenient, neat and clean. The hardware stock is displayed in the same attractive manner. On entering the store, one is struck by the neat arrangement of the interior. First impressions go a long way toward making sales.

A Traveler's View of Painters' Trade

It is Worth While When Care is Taken to Deal Only With Reliable and Good Pay Customers—The Method Adopted by an Eastern Ontario Dealer.

The following interesting letter has been received, dealing with an article which appeared recently in the paint department of Hardware and Metal.

Editor, Hardware and Metal:—

"In reference to an article which appeared in a recent issue, dealing with the question of "Getting the Master Painter's Trade," I would like to contribute my views, from a traveler's standpoint and from past experience in the manufacturing end.

"The average hardwareman, I believe, does not want to bother with the trade of the painters. The reason is that the master painter wants too much credit and is likely to get behind with his accounts with the dealer. The painter starts in on a job and runs up a bill of $100 or more before the work is finished. As he seldom has any chattels of any account worth putting a mortgage on, the dealer has to go without any security, and it is now no wonder that he feels anxious.

"I have known cases where the master painter has bought his supplies from the local hardwareman, and has used up all the money he could secure on certificates of progress from the architect so that when the job was finally completed, the painter had been paid all that was coming to him and had spent it all. There was not a cent for the hardwareman. Such cases are not by any means uncommon. No wonder you ask 'Is the game worth the candle?'

"A few weeks ago, I was speaking on this subject to a hardware dealer in a town of about 5,000 people not far from Ottawa. The merchant informed the writer that three of the best master painters had come to him for supplies and wanted to know what credit arrangements they could make. 'Well,' said the dealer, 'it will be this way. You can have all the goods and material you want, but the terms will be thirty days only. Nothing will be carried forward and, as soon as the cash stops, your supply will also stop.' He explained to the writer that he had been 'bitten' so often and prices generally had gone up so that he could not afford to have any losses. He has had the thirty-day proviso in force now since early in the spring, and has found that it works well. Both parties know where they 'are at.' This dealer does his best to accommodate his master painter customers. If there is anything they want that he has not in stock, he wires for it at once and has it shipped on at once. This solidifies the confidence of the customers and shows them that he is trying his best to give good service. They reciprocate by paying cash on time.

"These painters had previously been buying direct, and they had found the delays in waiting for material were unavoidable. Thus, by the arrangement reached with the dealer, better satisfaction was given all around—to dealer, jobber and painter.

"It is up to the hardwareman to 'dig in' and get after this trade. Properly regulated it can be made very profitable. Of course, the dealer must use discrimination and refuse the trade of all but reliable master painters. The risk is too great with the other kind."

Yours truly,

Traveler.

BERRY BROS. CONVENTION.

The Third Annual Convention of the sales force of Berry Bros. was held at the home office in Detroit, July 8, 9 and 10. Salesmen were in attendance from every part of the United States and Canada, covering a territory from Maine to California, and from Saskatchewan to the Gulf.

It is fifty-four years since Joseph H. Berry made his first lot of varnish in a copper kettle on top of a cook stove. It was commented on that in the half century which has elapsed, the operations of the company have been extended to all lands.

Convention sessions were held every morning from 9 to 12, and every afternoon from 2 to 4.

The evenings were given over to entertainment features. On Monday evening a boat ride was taken up the Detroit River and out into Lake St. Clair to the Motor Boat Club where dinner was served to the sales force and department heads. James C. Kelly, of the New York office was toastmaster, and addresses were delivered by Jas S. Stevenson, general manager, Mr. Kerr, general sales manager and others. On Tuesday evening there was a moonlight ride on the steamer "Sappho." On Wednesday evening, F. S. Colby, son-in-law of Thomas Berry, gave a reception at his residence.

The spirit of enthusiasm and co-operation was strongly manifested throughout the convention.

NEXT WEEK'S FEATURES.

Next week's issue of Hardware and Metal will contain an interesting article on window dressing contributed by a western hardwareman and another article dealing with the advisability of exhibiting at fall fairs. These are but two of the many practical articles which will appear in this issue. It will be replete with interest from start to finish.

A. Ramsay Injured.

Montreal, Que.—A. Ramsay, president of A. Ramsay & Son, Co., Montreal, fell while making an inspection of the factory a week ago, sustaining a fractured arm. The injury, though painful, proved quite insufficient to keep Mr. Ramsay away from the desk for long.



Group photo of Berry Bros. Salesmen assembled in Annual Conference.

Our Campaign for FALL PAINTING Helps Dealers!

We are advertising Fall Painting to help M. L. Dealers dispose of their stocks of our product. It is our policy to use in the M. L. Lines only the best and purest material. The successful results of the M. L. Paint a dealer sells, help to get that dealer more business.

OUR DECORATIVE AID DEPT.

is also established to help out this broad policy of assisting the dealer. By it, we turn over to local trade hundreds of local opportunities for business in M. L. Paint. This department gives free color schemes, and answers questions on painting problems. It pays to be an M. L. Dealer, and to have these helps that guard your profits.

SEND FOR SAMPLES, COLOR CARDS AND QUOTATIONS. WE ARE GLAD TO HELP THE TRADE WITH INFORMATION ON ANY PAINT QUESTION.



These Are THE RIGHT LINES

We make these lines with the utmost care and from the best material. For sale by dealers to the local decorative trade. They give fine results. They mean sure paint profits.

M. L. PAINT

is prepared from pure pigments and oil, carefully mixed. Great covering and protective power. Put up in handy size tins for every kind of job.

FLOGLAZE

is a line of self-varnishing hard-finish colors for all outdoor and indoor uses; excellent for finishing buggies, farm implements, garden furniture, etc., as well as fine indoor finishing.

FLAT WALL COLORS

are a new line, made for plaster and interior decoration. May be washed. Show no brush marks. Many shades available. The Decorative Aid Department furnishes stencil designs to use with Flat Wall Colors.

Imperial Varnish & Color Co., Limited, Toronto

6-24 Morse Street TORONTO | 108 Princess Street WINNIPEG | 365 Water Street VANCOUVER

HOT WEATHER SERMONS

Short sermons are the most popular kind in August weather.

Our sermonette for to-day is

Lowe Brothers' "High Standard" Liquid Paint spreads easier—uniformly covers more surface—wears better and retains that look of newness longer than any other paint on the market.

We have been making this assertion for nearly fifty years. Only the truth will bear this repetition.

Lyon-Monkhouse Limited
Salter and Flora Sts., Winnipeg.

Lowe Brothers LIMITED

TORONTO
Dayton New York
Kansas City
Boston Chicago

Weekly Market Report --- Paints

PAINT NOTES.

White lead has been advanced 15 cents and is now close to the $8.00 mark.

Turpentine has dropped to 66 cents at Toronto.

Business all around is very good for this season of the year.

MONTREAL.

Montreal, August 8.—White lead is becoming the Roosevelt of the paint market, absolutely refusing to get out of the "spotlight." It is only a few weeks since the last advance of 25 cents was made in the product, and now there comes the announcement of another rise. The manufacturers had nothing else to do. Raw material has risen so much that to cover themselves they had to put prices on a new plane.

The rise this time is one of 15 cents. The desire was to keep the figures as low as possible, but this advance seemed absolutely necessary.

Generally business in paint and paint products is remarkable. This, the generally accepted slack season, sees the factories running full time. Indeed there are still so many orders coming in, and so many unfilled, that it has been found necessary, in some cases, to refuse shipment.

Trying to Get Reserve.

Those manufacturers who are fortunate enough to be catching up with their orders, are yet keeping their plants running full shifts. They want to get a reserve—all the stock which was on hand having been depleted by the heavy trade of this summer.

Linseed Oil:—This week has not seen any changes in price here. There seems to be plenty of flax seed, but still difficulty is being experienced in getting this through to the crushers, and for that reason the local demand is still well up with the supply. A somewhat easier condition seems likely and those who need large quantities might well wait a little time before buying.

Turpentine:—The market lacks any interesting feature. Prices remain the same as last week, and there is no great reason to expect a change in one direction or the other. Turps fluctuate with little cause, however, and a movement, either up or down, would not cause surprise. That a movement of importance will come, is however, entirely unlikely.

No Further Rise Immediately.

White Lead:—The scarcity of the raw material, and the high prices which have to be paid for this, are the causes for the recent advance. The only question when the manufacturers met to consider future action, was as to the extent of the rise which would be made. That an advance was necessary all agreed. Finally it was decided that 15 cents would cover the recent advances in raw material. There seems no certainty that this will be the last upward movement, but it is hardly likely that there will be another for a few weeks.

Prepared Paints:—Still there is a little talk of an advance here, but owing to the lower figure at which oil is to be obtained, a change is not likely to come in the next few weeks. A lower price is absolutely out of the question, but it would seem that the present figures would hold for some time.

No Possibility of a Decline.

Glass:—This situation has improved somewhat. Still stocks are rather low, but some cargoes which have recently reached Canada have prevented an immediate shortage. Talk of political trouble in Belgium is still in the air, but it hardly seems likely that this will come immediately. Lower prices in glass, for which some have been looking, are out of the question. An advance seems quite likely, but there is little reason to expect this at once.

TORONTO.

Toronto, Aug. 8.—The volume of business is still remarkably large. The usual mid-summer slump has been, in fact, chiefly conspicuous by its absence. The paint manufacturers are still busy and there seems every probability that they will continue busy right through the summer. Some state that they have not yet caught up with their orders. The activity is not confined to any one line, but is felt in every branch. Accessories, such as brushes, boat pitch, kalsomine, pumice stone, etc., are selling briskly.

White Lead Advances.

White Lead:—The market has been featured by another advance, this time of 15 cents. It has been felt for some time that this advance was inevitable. Pig lead has become dearer and more scarce all the time. In fact, it has been well-nigh impossible to secure supplies and as a result the corroders have been at a serious disadvantage. The advance declared of 15 cents is a moderate one in view of all the circumstances. It is considered quite within the possibilities, therefore, that the price will be advanced again shortly. As the prevailing price here now is $7.95, the prediction of eight-cent white lead bids fair to be fulfilled.

The supply is still small here and the jobbers are finding it hard to fill orders.

Linseed Oil:—There has been no change in the situation as regards linseed oil and the price asked is still 96 for raw and 99 for boiled. Demand is reported to be fair. Those in touch with the situation do not seem to anticipate any further weakening in the price for some time at least.

Turpentine Down.

Turpentine:—The price here has been reduced one cent, making it 66 cents. The weakening is due to the continued depression of the primary markets. The price at Savannah has been slowly hammered down. Demand here is fair at the present time.

Putty:—The volume of trade in putty is showing a steady improvement. Prices remain the same as follows:—Standard bulk in casks, $2.40; in 100-lb. drums, $2.55; in 25-lb. drums, $2.65; bladder in barrels, $2.80. Pure putty prices are as follows: Bulk in casks, $3; in 100-lb. drums, $3.40; in 25-lb. drums, $3.50; bladder in barrels, $3.40.

Glass:—There are no developments in the situation but the importers and jobbers are keeping both eyes on the Belgium field. Uneasiness is still felt on the score of possible future developments in that country.

It is felt that the fall trade in glass will attain to record proportions, in view of the great amount of building being done. Consequently, any stoppage of the supply from Belgium would be doubly serious.

Prepared Paint:—Demand continues good. Although most orders are of the sorting variety some orders for fall requirements are being placed.

WINNIPEG.

Winnipeg, Aug. 8.—There is a considerable scarcity in dry lead corroders and grinders have never yet caught up with the shortage occasioned by British labor troubles in the early part of the season. Prices are, however, unchanged.

Linseed oils and turpentine are steady and in good demand, and there is no falling off in requirements for both dry and mixed colors. Orders for fall house renovating goods, stains, varnishes, etc., are coming in quite freely and there is a heavy business now doing in lubricating oils.

B-H "ENGLISH" PAINT

70% PURE WHITE LEAD – 30% PURE WHITE ZINC

100% PURE PAINT

Why Experiment when you don't have to?

You can settle the question of quality in paint for yourself and your customers at once and for all time, by handling a paint bearing a **formula guarantee** showing it is made on a white base of 70 per cent. pure white lead and 30 per cent pure white zinc—100 per cent. pure paint.

This is the guarantee on every can of B-H "ENGLISH" Paint.

And all this large percentage of white lead is Brandram's B.B. Genuine—The standard of the world. We are in a position to use this large proportion of white lead because we are corroders and grinders of white lead—the only paint makers in Canada who corrode and grind white lead.

You recognize, and your customers recognize, that this guarantee formula means the highest grade of goods that can be made. It settles the question of quality—and **quality counts.**

Highest quality paint **brings customers,** brings them **back again**—and **their friends** with them.



Highest quality paint gives you confidence, and your clerks confidence, to go after business and to get business.

Write to-day for dealers' price list and data on the 1912 Fall Advertising Campaign back of B-H "English" Paint. Address our nearest office.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's, per lb..8 50 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c.; White Brass, 48c.; Metallic, 45c.; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Alluminoid, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c.; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co.—Magnolia, 25c.; Defender, 20c.; Mystic, 17c.; Kosmic, 15c.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 20	2 20
Heads, per 100 lb.	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ in.	9 50	9 00
" " 2 "	8 25	8 50
" " 2½ "	10 50	10 00
" " 3 "	12 00	12 10
" " 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge... 0 26
Rods, base ½ to 1 inch, round.. 0 22
Tubing, seamless base, per lb.. 0 25
Tubing, iron pipe size, 1 inch base 0 25
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.
Casting ingot	$19 00
Cut lengths, round bars, ½ to 2 in.	26 00
Plain sheets, 14 oz., 14x48 inches, 14x50 inches	28 00
Copper sheet, tinned, 14x60, 14 oz.	29 00
Copper sheet, planished, 14x60, base	36 00
Brazier', insheets, 6x4	28 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots,	Montreal.	Toronto
Canadian foundry, No. 1	....	19 50
Canadian foundry, No. 2	....	19 00
Middlesboro, No. 3 pig iron	18 00	19 00
Summerlee, No. 2 pig iron	20 00	22 50
Carron, special	20 00	.....
Carron, soft	19 75	.....
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock	....	22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	.....
Ferro Nickel pig iron (Soo)	.....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg	....	27 50
Angles $ base	2 50	2 50
Common bar, per 100 lb.	1 90	2 05
Forged iron, per 100 lb.	2 05	2 20
Refined iron, per 100 lb.	2 15	2 30
Horseshoe iron, per 100 lb.	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	.....
Cammell Laird	.....	0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	.....
Silver tool steel	0 12½	.....

Cold Rolled Shafting.

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 inch	....	0 06½
1 7-16 to 3 inch	....	0 65

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal.	Toronto
10 gauge	2 40	2 50
12 gauge	2 30	2 55
14 gauge	2 20	2 35
17 gauge	2 20	2 45
18 gauge	2 20	2 45
20 gauge	2 20	2 45
22 gauge	2 25	2 55
24 gauge	2 25	2 55
26 gauge	2 35	2 65
28 gauge	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90	
All bright, 52 sheets	3 70	4 00	
Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
20x28x80	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 gauge, per square	5 00
26 gauge, per square	3 85
28 gauge, per square	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 gauge, American	3 85	3 50
28 gauge, (26 English)	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE

	List	Black	Galv.
¼-inch and ⅜-inch	$ 5 50	66 p.c.	51 p.c.
½-inch	8 50	71 p.c.	60 p.c.
¾-inch	11 50	75 p.c.	65 p.c.
1-inch	16 50	75 p.c.	65 p.c.
1¼-inch	22 50	75 p.c.	65 p.c.
1½-inch	27 00	75 p.c.	65 p.c.
2-inch	36 00	76½p.c.	66½p.c.
2½-inch	57 50	76½p.c.	66½p.c.
3-inch	75 50	76½p.c.	66½p.c.
3½-inch	95 00	75 p.c.	65 p.c.
4-inch	108 00	75 p.c.	65 p.c.

IRON PIPE FITTINGS

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 65 p.c., 7 and 8 in. pipe, 50 p.c.
Light pipe, 60, fittings, 70 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00.

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15x24, $2; 18x30, $2.35; 18x36, $3.50.

HEATING APPARATUS

Hot Water Boilers—47 and 15 p.c.
Hot Water Radiators—45 and 15 p.c.
Steam Radiators—46 and 15 per cent.
Wall Radiators—40 and 15 per cent.
Specials—25 p.c.

OLD MATERIAL

Dealers' buying prices:

	Montreal	Toronto
Heavy ocpper and wire, lb.	0 11	0 11¼
Light copper bottoms	0 09	0 09¾
Heavy red brass	0 10	0 10¼
Heavy yellow brass	0 08	0 08¼
Light brass	0 06	0 06¼
Tea lead	0 02¼	0 02¼
Heavy lead	0 02¾	0 02¾
Scrap zinc	0 03	0 04
No. 1 wrought iron	0 02	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal
Domestic (Trail) pig, 110 lbs.	5 50
Imported pig, per 100 lb.	5 50
Bar pig, per 100 lbs.	5 75
Sheets, 2½ lb. sq. ft., by roll	5 75
Sheets, 3 to 6 lb., ft.	6 00

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¾c. per lb. extra.

LEAD PIPE.

Lead Pipe and Waste, 15 per cent.
Caulking lead, 4¾c. per pound.
Traps and bends, 40 per cent.

SOLDER.

	Per lb. Montreal.	Toronto
Bar, half-and-half, guarant'd	0 27½	0 27½
Wiping	0 24½	0 25

SHEET ZINC.

5-cwt. casks	8 25	8 00
Part casks	8 50	8 50

SPELTER.

Foreign, per 100 lb.	7 50	7 25

TIN AND TINPLATES.

Lamb and Flag and Straits—
56 & 28-lb. ingots, 100 lb...$52 00 $50 00
Redipped Charcoal Plates—Tinned M L S, Famous (equal Bradley)

	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50	
I. X., 14x20 base	5 50	
I. X. X., 14x20 base	6 50	

Bright Cokes
Bessemer Steel—

I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne
Dean or J. G. Grade—

I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.
Cookley Grade—

XX, 14x56, 50 sheet bxs.)	
XX, 14x60, 50 sheet bxs.)	7 00
XX, 14x65, 50 sheet bxs.)	

Tinned Sheets.

72x30 up to 24 gauge, case lots	8 00	7 35
72x30 up to 26 gauge, case lots	....	7 85

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.
High Carbon, No. 9, $2.00 in cars.

Fine Steel Wire.
Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c.; oiling, 10c.; in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c.; in 1-lb. hanks, 25c.; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c.; packed in casks or cases, 15c.; bagging or papering, 10c.

Hay Wire in Coils.
$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

Galvanized Wire.
From stock, f.o.b. Montreal—100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55; 14, $3.15. In car lots straight or mixed.

Poultry Netting.
2-in. mesh, 19 w.g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

Smooth Steel Wire.
No. 0-9 gauge, $2.25 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra. Add 60c for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c, spring wire $1.25, bright soft drawn 15c, charcoal (extra quality) $1.25, packed in casks or cases 15c, bagging and paperings 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles 25c, in 1-lb. hanks, 50c, in ½-lb. hanks, 75c., in ¼-lb. hanks, $1.

Wire Cloth.
Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

Wire Fencing.

Galvanized barb	....	2 45
Galvanized, plain twist	....	2 75

Car lots and less.
Dominion special field fencing, 33 1-3 p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

Wire Rope.
Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5, 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.

Galvanized	....	2 80
Plain	....	2 80

PAINTS, OILS AND GLASS.

Barn Paint.

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

Beeswax.

Per lb.	0 40

Chemicals.

In casks	per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

Colors in Oil.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb. irons	0 05

Enamels.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.

	Per lb.
French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" solder sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Perfection amber ground, No. 1230 9 13
Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c, ½-lb., 15c; 1-lb., 25c. Discount.

XXL	....	0 13
XL	....	0 11½
CL	....	0 12
C	....	0 11

Paris Green.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 18¼	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20¾
" ½-lb. "	0 22½	0 22¾
Tins, 1-lb., 100 in case	0 21½	0 21¾

Paris White.

In bbls.	0 90

Pigments.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

Prepared Paints.

	Per gallon	in qt. tins
Sherwin-Williams paints, base	2 00	
Canada Paint Co.'s pure	1 75	2 00
Globe house paint (Windsor)	1 60	
"New Era" house paint (Windsor	1 85	
Benj. Moore Co.'s "Egyptian" Brand	1 50	
Moore's pure linseed oil, H.C.	1 65	
Brandram-Henderson's "English"	2 00	
Ramsay's paints, pure	1 70	
Ramsay's paints, Thistle	1 40	
Martin-Senour, 100 p.c. pure	2 00	
Senour's floor paints	1 60	
Sterling Pure	1 60	
Maple Leaf Paint (Imp. V. & C. Co.)		
Jamieson's Crown and Anchor brand	1 60	

Plaster of Paris.

Per barrel	0 30

Pine Tar.

Half-pint tins, per dozen	0 60

Putty.

	Standard
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders, in bbls.	2 75

Red Dry Lead.

Genuine, 560 lb. casks, per cwt	4 75	5 75
Genuine, 100 lb. kegs "	5 25	6 50
No. 1 casks, per 100 lbs	4 25	4 25
No. 1 kegs, per 100 lbs	4 75	4 75

Shingle Stains.

In 5-gallon buckets	0 75

Turpentine and Oil.

	Montreal	Toronto
Can. Prime white petroleum, gal.	0 14	0 13
U.S. Water white "	0 15½	0 14½
U.S. Pratt's astral "	0 19	0 16½
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.	....	0 22
Benzine, per gal. single bbls	....	0 20½
Pure turpentine, single bbls	0 66	0 66
Wood Turpentine	....	0 60
Turpentine, second run	....	0 80
Linseed Oil " Raw	0 95	0 96
" " boiled.	0 98	0 99
Rosin, "G" grade, bbl. lots, 100 lbs.	....	3 25

Varnishes.

	Per gal.	cans.
Carriage, No. 1	....	1 50
Pale durable body	....	3 50
" hard rubbing	....	3 00
Finest elastic gearing	....	3 90
Elastic Oak	....	1 50
Furniture, polishing	....	2 00
Furniture, extra	....	1 20
" No. 1	....	0 95
" Union	....	0 90
Light oil finish	....	1 35
Gold size japan	....	2 00
Turps, brown japan	....	1 60
No. 1 brown japan	....	1 10
Baking black japan	....	1 35
No. 1 black japan	....	0 95
Benzine black japan	....	0 75

The maximum of profit in your Paint Department can only be obtained by handling a clean-cut, stock of quality paints, backed by the manufacturer's forceful co-operation in direct support of the dealer.

Minerva Paints and Paint Specialties

The Famous British Brand

have proven a fast-moving, satisfactory and profitable line to handle wherever featured. There is no skimping in the measure put in every "Minerva" Can. Full Imperial Measure every time—not wine or short measure.
Investigate our proposition. It will pay you well.

Ask any Minerva Agent.

PINCHIN, JOHNSON & CO.
(CANADA), LIMITED.
377-387 Carlaw Ave., TORONTO
Established in England in 1834.

WINNIPEG—Pinchin, Johnson & Co. (Canada) Ltd. 128 Princess Street.
REGINA—Peart Bros. Hardware Co., Ltd., Distributors for Southern Saskatchewan.
SASKATOON—The Saskatoon Hardware Co., Ltd., Distributors for Northern Saskatchewan.
CALGARY—The Western Supply & Equipment Co., Ltd., Distributors for Southern Alberta.
EDMONTON—The Western Supply & Equipment Co., Ltd., Distributors for Northern Alberta.
VANCOUVER—Wm. N. O'Neil Co., Limited, Distributors for British Columbia.

(N-13)

Steel Tanks and Self-Measuring Pumps for Paint Oils

They avoid all the loss and inconvenience sustained under the old method. The steel tanks are air-tight and will not permit the oil to gum or stick. The pumps measure the oil according to the Imperial Standard, directly into the customer's can. They count the gallons pumped and compute the charge for fractional gallons.

THE BOWSER PAINT OIL SYSTEM

will put every cent of profit into your pocket, where it belongs. With a Bowser your paint oil department will be as clean and inviting as your shelf hardware department. It draws trade.

Why not investigate now and increase your paint oil profits. Your fellow merchants are using them. They'll help you. Ask for book No. 15.

S. F. BOWSER & COMPANY, INC., TORONTO

66-68 FRASER AVENUE

For Twenty-seven Years Manufacturers of Self-measuring Pumps, Tanks, Gasoline and Oil Storage Systems, Dry Cleaning Systems, etc.

Do you know any of these Bowser users?

Samuel Hobbs,
1434 Queen St. W.
Toronto

Geo. Ecclestone,
Bracebridge, Ont.

Manville Hardware Company,
Prince Albert, Sask.

J. H. Ashdown,
Calgary, Alta.

Arthur Latham,
Moose Jaw, Sask.

Cochrane Hardware Company
Toronto

Peart Bros.
Regina, Sask.

Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish.	2 50
Canada Paint Co.'s sun varnish.	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Ltd. "Gold Medal," in cases	2 25
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 65
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange shellac varnish, in barrels	1 60
No. 1 orange shellac varnish, in barrels	1 30

Window Glass.

Size United Inches.	Double Star	Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 25 p.c.
Montreal prices, no discount.

Size United Inches	Star
Under 26	$ 3 05
26 to 40	3 25
41 to 50	3 65
51 to 60	3 90
61 to 70	4 15

White Lead Ground in Oil.

	Montreal Per 100 lb.	Toronto
"Anchor," pure	7 80	7 95
Brandram's B.B. Genuine.	8 80	8 95
C.P.C. decorators, pure	7 80	7 80
Crown and Anchor, pure.	7 80	8 95
Elephant, Genuine	8 05	8 20
Essex Genuine (Windsor).		7 55
Island City Decorators' pure	7 80	7 95
Lily Pure	7 80	7 95
Moore's Pure White Lead		7 95
Monarch (Windsor)		8 05
Munro's Select Flake White	8 05	8 20
Purity, C.O. Co.'s Ltd.		7 65
Ramsay's Pure Lead	7 80	7 95
Ramsay's Exterior	7 55	7 70
Sterling Pure		7 95
Tiger Pure	7 80	7 95

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

White Zinc (Dry)

Extra Red Seal, V.M.	0 07½

White Zinc in Oil.

Pure, in 25-lb. irons	0 10
No. 1 " "	0 07
No. 2 " "	0 05½

Whiting.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE.

Adzes.

Carpenters', per doz.	12 50	14 00
Plain ship "	18 00	22 00

Axles and Hatchets.

Single bit, per doz.	8 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 90	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	5 00
Barrell hatchets	5 50	6 85

Anvils.

Buckworth, per lb.	0 10¼

Ammunition.

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 30 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust, $7.50 per 100 lbs., net list.; cash discount, 2 per cent. 30 days; net extra as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

Augers and Bits.

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	
Tobin High Speed Bits, 50 and 10.	
Tobin Never Choke, 60 and 10.	

Barn Door Hangers.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, dozen sets		6 50
Standard jointed hangers, dozen sets		5 45
Steel King hangers, doz. sets		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Twin Hangers, 5 per cent. Big

Steel, track, 1 x 3-16 in. (100 ft.). 3 25

Barn Door Latches.

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

Bells.

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

Belting.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10.
Agricultural, not wider than 4 in., 75 per cent.
Lace leather, per side, 80c; cut laces, 85c.

Bird Cages.

Brass and Japanned, 40 p.c.

Bolts and Nuts. Per cent.

Carriage Bolts, common, new, $1 list.
Carriage Bolts, ⅝ and smaller 70
Carriage Bolts, 7-16 and up
Carriage Bolts, Norway Iron ($3 list) 60
Machine Bolts, ⅜ and less.. 60, 10 & 10
Machine Bolts, 7-16 and up.. 60
Plough Bolts 55, 5 & 10
Blank Bolts 60
Bolt Ends 60
Sleigh Shoe Bolts, ⅝ and less 60 and 10
Sleigh Shoe Bolts, 7-16 and larger 55 and 05
Coach Screw, new list 7
Nuts, square, all sizes, 4¼c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts, 80

Building Paper, etc.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2 "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain and tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs.	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32" & 60", per 100 lb.	3 00
2 Ply Ready Roofing, per sq.	0 70
3 Ply Ready Roofing, per sq.	0 95
2 Ply complete, per roll	1 15
3 Ply complete, per roll	1 35
Liquid Roofing Cement, brls., per gal.	0 15
Liquid tins Cement	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb.	0 06
Nails, per lb.	0 05
Mop cotton, per lb.	0 15

Butts.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 per cent.

Cement and Firebrick.

Canadian Portland, bags, per bbl.	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement, in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

Chalk and Pencils.

Carpenters Colored, per gross	0 65 0 80
" lead pencils, p. gr	2 40 6 75

Chisels.

Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

Chain.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

Churns.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

Clamps.

Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

Conductor Pipe.

2 inch, in 10 foot lengths	3 30
3 " " "	4 00
4 " " "	5 28
5 " " "	7 26
6 " " "	8 80

Cotter Pins.

Cotter pins, 90 p.c. Montreal.

Copper and Nickel Ware.

Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 & 5 p.c.
Copper pitts, 30 and 5 p.c.
Foundry goods, hollow ware, 45 p.c.

Door Knobs.

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

Door Sets.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

Door Hangers (Parlor)

Single sets, each (Easy brand)	1 50
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

Door Springs.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

Draw Knives.

Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80

Drills.

Bit stock drills, 2-32 in., doz.	0 67

Escutcheon Pins.

Steel, discount 50 per cent.
Brass, 55 per cent.

Eavetroughs.

8 inch in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c per 100 ft. O.G. Round Bead Trough.

Factory Milk Cans.

Milk cans and pails, 35 p.c.
Hand delivery and creamery cans, 40 p.c.
Railways cans, 45 p.c.
Cream cans, 40 p.c.
Creamery trimmings, 75 and 12½ p.c.

Faucets.

Common, cork-lined, 35 per cent

Farrier Knives.

Buckworth, 50 p.c.

Files and Rasps. Per cent.

Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62 2-3
Jowett's (English list)	27½
Spear & Jackson (English list)	35

Forges.

Blacksmiths portable, 135 lbs.	9 85

Galvanized Ware.

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

Grindstones.

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10

Smaller sizes extra.

Hammers.

Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 06
Sledge, Masons, 5 lbs. and over.	0 08
Sledge, Napping, up to 2 lbs.	0 09

Harvest Tools.

50 and 5 per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

Halters (Snap and Ring).

Jute Rope, ⅜-inch, per gross	8 00
" " ½-inch, per gross	10 50
" " ⅝-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1¼-inch, per doz.	5 20
Web	2 45

Sisal Halters (Snap and Ring).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

Hinges.

Blind, discount 50 per cent.

Heavy T and strap, 4-in., 100 lb. net	7 25
Heavy T and strap, 5-in., 100 lb. net	7 00
Heavy T and strap, 6-in., 100 lb. net	6 75
Heavy T and strap, 8-in., 100 lb. net	6 50
Heavy T and strap, 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in., per 100 lb.	4 00
over 12 in., per 100 lb.	3 50
Crate hinges and back flaps, 65 and 5 p.c.	
Chest hinges and hinge hasps, 65 p.c.	

Hinges (Spring)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 128, $16.10.	
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.	
Chicago hold back screen door, iron, gro., $12.	
Chicago spring hinges, 15 p.c.	
Triplex spring hinges, 40 p.c.	
Chicago surface floor (6,000), 45 p.c.	
Garden City fire house hinges, 12½ p.c.	
"Chief" floor hinge, 50 p.c.	

Hooks.

Wrought iron hooks and staples—	
¼ x 5, per gross	2 25
5-16 x 5, per gross	3 40
Bright wire screw eyes, 60 p.c.	
Bright steel gate hooks and staples.	
Iron screw hooks, 60 and 20 p.c.	
Iron gate hooks and eyes, 60 & 20 p.c.	
Crescent hat and coat wire, 60 p.c.	
Stove pipe eyes, kitchen and square hooks, 60 p.c.	

Horse Nails.

M.R.M. cold forged process list, 10th January, 1912.

Size	Length	Price per 25-lb. box.
Nos. 3	1⅝-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

Horseshoes.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

Horse Weights.

Taylor-Forbes, 4½c.

Ice Cream Freezers.

White Mountain, 5c per lb.

Knives.

Hay knives, net list.
Clauss, 50 and 25 per cent.

Kitchen Enameled Ware.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial, and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 40 per cent.

Kitchen Sundries.

Asbestos mats, 50 p.c.		
Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 50	0 90
Potato mashers, wire, per doz.	0 60	0 70
" wood, per doz.	0 50	0 80
Vegetable slicers, per doz.		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 per cent.		
Star A1 chopper, 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 00
Toasters, 50 per cent.		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

Ladders.

3 to 6 feet, 12c per foot; 7 to 1 ft., 13c.
Extension ladders, 15c per foot up.

Lanterns.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast, per doz. 6 75
Lift Tubular and Hinge Plain, per doz. 5 00
Japanning, 50c per dozen extra.
Prism globes, per dozen, $1.20.
Lamp wick, 60 per cent.

Lawn Hose.

Competition grade lawn hose, 70 and 5.

Lawn Mowers.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25; 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

Locks and Keys.

Canadian, 45 and 10 per cent.

"Ready" Roofing and "Black Diamond" Tarred Felt

These products are **fully guaranteed** to completely satisfy both dealer and user. They are backed by years of efficient service. Any skilled mechanic can easily lay them. The profits are well worth your while. **Write to-day for prices and particulars.**

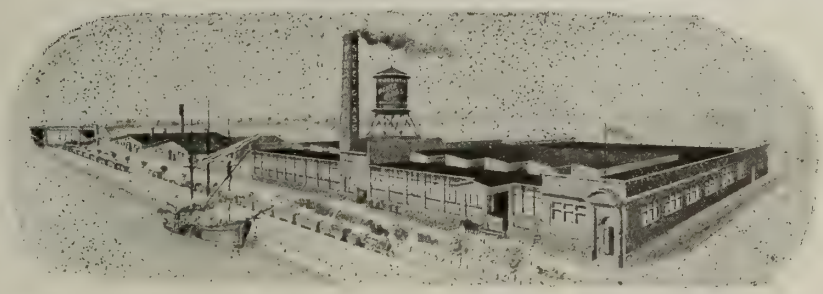
Let us also quote you prices on WRAPPING PAPER.

"Cyclone" and "Joliette" Building Papers



The Mark of High Quality

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

Increase Your Sales

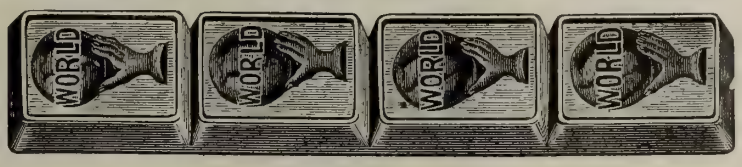
by selling goods that create enthusiasm among users. These kind of goods can be easily obtained in



HEINISCH SHEARS

The dealer will find it a pleasure to handle them, as they bring good profits, and guarantee him against come-backs. High quality and perfect temper does it. We also manufacture Tailors' Shears, Trimmers, Tinners' Snips, etc. Ask your jobber for them.

R. HEINISCH'S SONS COMPANY **Newark, N.J., U.S.A.**



"WORLD" BABBITT METAL

FOR GENERAL MACHINE SHOP, MILL OR FOUNDRY USE

or any place where a good metal is required.

25c. net per lb. Freight paid on 100. lb lots to your nearest railway station.

We know "World" Brand to be a good Babbitt and will give you satisfaction, even if you are paying a higher price.

T. McAVITY & SONS, Limited

ST. JOHN, N. B. and WINNIPEG

HARDWARE AND METAL

Lumbermen's Supplies.

Cant hooks, dozen, from 12 00
Axes, dozen, from 6 00
Axe handles, dozen, from 1 15
Cross cut saws, per foot 0 25 0 43
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

Mallets.

Tinsmiths', 2½x5½ in., per doz.. 1 25
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 8, oak, per doz.... 15 00

Mats.

Wire door mats, standard, 16x24, doz. 9 00

Metal Polish.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in pkge 6 50

Miners Supplies.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lb., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

Mops and Ironing Boards.

Mops, per doz. 1 20 1 50
Folding ironing boards 16 25 18 00

Nails.

	Wire
1—1½ inch	3 30
1¼ inch	3 00
1½—1¾ inch	2 75
2—2¼ inch	2 65
2½—2¾ inch	2 50
3—3¼ inch	2 45
3½—4 inch	2 40
4½ inch	2 35
5, 5½, 6 inch (base)	2 30

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

Oakum.

Plumbers....per 100 lb. 4 50

Oilers.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen..... 10 00
Davidson oilers, 40 per cent.
Tinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

Plated Goods.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 10; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

Pieced Ware.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

Planes.

Wood bench, Canadian, 40, American, 25 per cent.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

Pliers and Nippers.

Button's genuine, 37½ to 40 per cent.

Plough Lines.

Russian snap .....per gross 30 00
Indian snap ..... " 25 00

Pumps.

Berg's wing pump, 75 per cent.

Razors.

	per doz.	
Boker's	7 50	11 00
Boker's King Cutter	....	15 00
Henckel's	7 50	20 00
Gillette Safety, each	....	3 75

Star Safety Razor, 33 1-3 p.c.

Rope and Twine.

Sisal rope 0 09¼
Pure Manila Rope 0 12½
"British" Manila 0 10
Cotton, 3-16 inch and larger..... 0 24
Russia Deep Sea line, ¼ in. diam. and over, 17; under ¼ in., 18.
Jute, ⅜ and upwards, 10c; under ⅜, 10½c.
Lath yarn, single 0 08½
Lath yarn, double 0 08½
Sisel bed cord, 48 feet, per doz.. 0 65
Sisel bed cord, 60 feet, per doz. 0 80
Sisel bed cord, 72 feet, per doz. 0 95
Cotton clothes line, 18 per cent. off.
Bag, Russian twine, per lb. 0 27
Wrapping, cotton, 3-ply twine... 0 26
" " 4-ply twine... 0 30
Mattress twine, per lb. 0 45
Staging " " 0 35

Refrigerators.

Sanderson-Harold, 40 per cent.
Galvanized, 45 per cent.

Rivets and Burrs.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 7½ per cent.
Copper Burrs only, 22½ per cent.
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.
Tinned Rivets, net extra, 3c per lb.
Coppered Rivets, net extra, 2½c per lb.

Rivet Sets.

Canadian, 35 to 37½ per cent.

Rules.

Boxwood, No. 68, 2 foot, doz..... 1 15
Ivory, No. 1282, 2 foot, each 3 50

Sad Irons.

Mrs. Potts, No. 55, polished, per set 0 80
Mrs. Potts, No. 50, nickel-plated, per set 0 85
Mrs. Potts, handles, japanned, per gross 8 40
Common, plain 4 25
" plated 5 50
Asbestos, per set 1 50

Sand and Emery Paper.

Sand and emery paper, 40 per cent.

Sash Weights.

Sectional, 1 lb. each, per 100 lb... 2 25
Sectional, ½ lb., each, per 100 lbs 2 40
Solid, 3 to 30 lbs. 1 55

Sash Cord.

No. 8, per lb. 0 33

Saws.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

Saw Sets.

Canadian discount, 40 per cent.

Screen Doors and Windows Doz.

Common doors, 2 or 3 panel, walnut stained, 4-in. style 7 80
Common doors, 2 or 3 panel, grained only, 4-in. style 8 10
Beaver window screens, 14x18, open 28½ inches 1 60
Perfection window screens, 14x15, open 22½ inches 1 80
Model window screens, 14x22, open 36½ inches 2 25

Scales.

Gurney Standard, 35; Champion, 50 per cent.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45, Weigh Beams, 30.

Scythe Snaths.

Canadian, 40 per cent.

Screws. Per cent.

Wood F.H., bright and steel.85 10 15 2½
" R.H., bright 80 10 15 2½
" F.H., brass 75 10 15 2½
" R.H., brass 70 10 15 2½
" F.H., bronze 70 10 15 2½
" R.H., bronze 65 10 15 2½
Drive screws 85 10 15 2½
Set, case hardened 60
Square cap ..... 50 and 05
Hexagon cap 45
Bench, wood, per doz. $5 00
" iron, per doz. 4 25

Screws (Machine).

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 p.c.

Screw Drivers.

Sargent's, per dozen 0 65 1 00
North Bros., No. 30, per doz. 16 80

Scissors and Shears.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

Shelf Brackets.

No. 140, 65 and 10 per cent.

Skates and Hockey Sticks.

Starr skates, 37½ per cent.
Boker, hockey, 30c upwards; spring Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks, net, $1.50.

Shovels and Spades.

Canadian No. 1 grade, 60 and 2½ p.c. off; No. 2 grade, 55 and 2½ p.c. off; No. 4 grade, 45 and 5 p.c. off.
Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ per cent.

Scoops.

Grade 1, 2, 3, 50 and 5 per cent. off.
Grade 4, 50 per cent. off.

Squares.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

Snaps.

Harness, 25 per cent.

Soldering Irons.

Base, per lb., 28 cents.

Stamped Ware.

Plain, 75 and 12½ per cent.
Retinned, 75 and 5 per cent.
Tinners' trimmings, 75 and 5 p.c.

Sap Spouts.

Bronzed iron with hooks, per 1,000 7 50
Eureka tinned steel, hooks, per 1,000 ..... 8 00

Staples.

Poultry netting, 100 lbs. 5 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 0 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

Stable Fittings.

Dennis Wire & Iron Co., 33 1-3 p.c.

Stove Boards.

Lithographed, 60 and 10.

Stovepipes.

5 and 6 inch, per 100 lengths..... 7 62
7 inch, per 100 lengths 8 18
Nestable, 40 per cent.

Stovepipe Elbows.

5 and 6-inch, common, per doz... 1 22
7-inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, 70 per cent.

Stocks and Dies.

No. 20 Beaver Die Stock 18 75

Stones—Oil and Scythe.

Washita .....per lb. 0 25 0 37
Hindostan ..... " 0 06 0 10
" slip ..... " 0 18 0 20
" Axe ..... " 0 10
Deer Creek ..... " 0 10
Deerlick ..... " 0 25
" Axe ..... " 0 15
Lily white ..... " 0 42
Arkansas ..... " 1 50
Water-of-Ayr ..... " 0 10
Scythe .....per gross 3 50 5 00

Tacks, Brads, Etc.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

Tape Lines.

Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., ea. 0 94
" steel, No. 264, 66 ft., each 3 50
Chesterman's linen, No. 1822, 66 ft. each 1 10
Chesterman's Metallic, No. 1821.. 1 95
" Steel, No. 1840, 50 ft.. ....

Trowels.

Disston's, 10 per cent.

Thermometers.

Tin case and dairy, 75 to 75 and 10 p.c.

Tinners' Snips.

Discount 35 per cent.

Tinners' Trimmings.

Discount, 45 per cent.
Plain and retinned, 75 and 15¼.

Traps (Steel Game).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

Traps (Rat and Mouse) Doz.

Out O' Sight Mouse Traps 0 60
" " Rat Traps 1 20
Easy Set Mouse 0 45
" " Rat 0 95
Blizzard Mouse Traps 0 45
" Rat Traps 0 95
Hold-Fast (formerly Devil) Mouse Traps 0 25
Hold-Fast (formerly Devil) Rat Traps 0 80
5-Hole Tin Chokers 0 80

Vises.

Per pound 0 12 0 12¾
Hinged pipe vise, 25 lbs.... .... 3 55
Saw vise 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

Washing Machines.

New Ontario 41 25
Round, re-acting, per doz. 81 25
Square, re-acting, per doz. 77 50
Dowswell 52 50
New Century, Style A 101 25
Ideal Power 180 00
Daisy 73 25
Stephenson 74 00
Puritan Motor 165 00
Connor, improved 52 50
Ottawa 55 00
Connor Ball Bearing 112 50
Connor Gearless Motor Washer... 180 00
20 per cent.

Wringers.

Royal Canadian, 11 in., doz. 47 75
Eze, 10 in., per doz. 46 75
Bicycle, 11 inch 60 50
Trojan, 12 inch 100 00
Challenge, 3 year, 11 inch 53 25
Ottawa, 3 year, 11 inch 58 25
Favorite, 5 year, 11 inch 61 75
20 per cent.

Wheelbarrows.

Navvy, steel wheel, dozen 21 20
Garden, steel wheel, dozen 32 40

Whiffletrees.

Tubular steel whiffletrees, 28 in... 0 70
" " " 34 in... 1 00
" " " 36 in... 1 25
" " neckyokes, 36 in.... 1 05
" " doubletrees, 40 in.. 0 95
" " lumbermens, 44 in.. 1 15

Wood Handles.

Second growth ash fork, hoe, rake and shovel handles, 40 per cent.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Carriage neckyokes and whiffletrees, ash 35, hickory, 40 per cent.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 per cent.
All other ash goods, 40 per cent.
All hickory, maple and oak goods, 35 per cent.

Wrenches.

Agricultural, 67½ per cent.

Wrought Iron Washers.

Canadian, 50 per cent.

WINNIPEG HARDWARE QUOTATIONS.

Ax Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

Augur Bits—"Irwin" bits, 47½; other lines, 70 and 10 per cent.

Barb Wire—Lyman 4 pt., $1.86 f.o.b. Fort William; $2.26 per spool of 80 rods f.o.b. Winnipeg; Guidden 2 pt., $1.74 f.o.b. Fort William; $2.12 per spool of 80 rods f.o.b. Winnipeg; Baker 2 pt., $1.73 f.o.b. Winnipeg; Waukegan 2 pt., $1.74 f.o.b. Fort William; $2.12 per spool f.o.b. Winnipeg; Alberta 2 pt., $1.73 f.o.b. Fort William, $2.05 per spool f.o.b. Winnipeg; American special, 2 pt., $1.45 f.o.b. Fort William; $1.73 per spool f.o.b. Winnipeg; plain twist, $2.80 f.o.b. Fort William, $3.20 per 100 lb., f.o.b. Winnipeg; coil spring wire, No. 9, $2.07 per 100 lbs., Fort William; $2.50 at Winnipeg.

Bolts—Carriage, ⅝ and smaller, 65; 7-16 and larger, 55; machine, ⅝ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3 small lots, 2½; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.65; spring steel, $4.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—$3.15 per keg base. Wire nails, base, $2.80 Winnipeg; $2.35 Fort William.

Copper—Sheet and planished copper. 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates—Half-polish, 6 and 7-inch, $3.40; 8-inch, $3.60; full polish, 6 and 7-inch, $4.25; 8-inch, $4.50.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

Galvanized iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾ oz., $4.80; Queen's Head, 20, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware—37½ per cent.
Grindstones—Per 100 lb., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

Harvest Tools—50, 5 and 5 per cent.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, Black—¼, $2.25; ⅜, $2.30; ½, $3.10; ¾, $3.65; 1, $5.30; 1¼, 1½, $8.60; 2, $10.90; 2½, $17.40; 3, $22.35; 3½, $30; 4, $34.35; 4½, $38.80; 5, $43.30; 6, $56.10.

Galvanized—¼, $3.10; ⅜, $3.20; ½, $4.10; ¾, $4.90; 1, $7.05; 1¼, $9.60; 1½, $11.50; 2, $14.80.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting—67½ per cent.

Pig Lead—$6. Lead Pipe—Full coil, $7.00 per cwt.; cut coil, $8.00 per cwt.

Lead Waste—$7.00.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8¾c; Pure Manila, 12½c; British Manila, 9¼c; lath yarn, 9c.

Staples—Bright wire, $2.50 f.o.b. Fort William; $2.90, Winnipeg.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ per cent.; No. 3, No. 4, 50 and 2½ per cent.; No. 1 scoops, 50 and 6 per cent.; all other grades, 45 and 5 per cent.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $32 per cwt.

Screws—Bright iron round head, 82½ and 10 p.c.; flat head, 87½ and 10 per cent.; round head, brass, 72½ and 10 per cent.; flat head, brass, 77½ and 10 per cent.; coach, 65 per cent.

Staples—Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

Linseed Oil—Raw, per gal., $1.05; boiled, per gal., $1.08.

Turpentine—Per gal., barrel lots, 80c.

Dry Colors—White lead in ton lots, decorators' pure $7.75; decorators' special, $7.25; in small lots advance price 25 cents per cwt.; red lead, kegs, $6.50; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxides, in casks, 3½c; less quantities, 4c per lb.

Putty—Casks, $2.90 per cwt.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

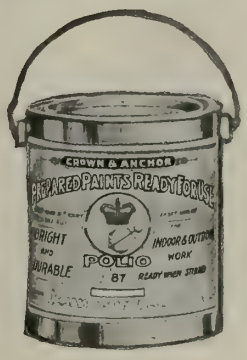
Paris Green—22 cents per 112-lb.
Paris Green—21½ cents per 112-lb.

RESULTS

Count more than does LOUD TALK

DEALERS who handle

JAMIESON'S



PURE PREPARED PAINTS AND VARNISHES

Brands:
CROWN AND ANCHOR
ISLAND CITY
RAINBOW

GET AS RESULTS:—
Satisfied Customers.
Satisfactory Profits.
A Satisfactory reputation.

For they have our reputation of over fifty years standing behind them.

Why not get the benefit?

R. C. Jamieson & Co., Limited

ESTABLISHED 1858

Owning and Operating

P. D. Dods & Co., Limited

Montreal and Vancouver

Stephens

Pure Ready Mixed PAINT

Will Enable You To Procure Many New Paint Customers



This trade-winning paint is made from pigments which are purchased in the best market in the world, and combining them with Pure Manitoba Linseed Oil, using the latest and most up-to-date mills and mixers, we are enabled to turn out a class of paints that cannot be equalled by any other house in Canada.

This Paint successfully withstands all Western Climatic Changes. Its durability is far from being equalled.

Be an agent for this paint—it pays big profits. Sold under written guarantee.

Write at once for full information.

G. F. STEPHENS & CO.

LIMITED

WINNIPEG, - - - - CANADA

Branch at Calgary, Alta.

MURESCO

30,000,000 POUNDS SOLD IN 1911

WHY?

BECAUSE

It covers more surface and covers it better with one coat than any other similar material on the market.

Of the nature of its ingredients it is highly sanitary.

It does not rub off, crack, peel, blister or show laps when properly applied.

It is so easily applied.

Every lot manufactured is carefully tested before shipping.

Send for Color Cards and Literature.

Benjamin Moore & Co., Limited

TORONTO NEW YORK CLEVELAND CHICAGO

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance:—
2c. per word first insertion.
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required

ARTICLES FOR SALE

COMPLETE SET TINSMITH'S TOOLS — cost over $250. Will sacrifice for $135. List on application. McBrien's Hardware, Bloor West, Toronto. (32)

BUSINESS CHANCES

FIRST-CLASS HARDWARE BUSINESS FOR sale—on C.P.R. main line, Eastern Alberta. Stock $8,000.00. Yearly profits $6,000.00 to $7,000.00. Apply Box 1661, Saskatoon, Sask. (35)

SPLENDID WHOLESALE AND RETAIL business for sale, in one of the finest districts of Western Canada. Write for particulars. H. H. Pigott & Co., Ltd., Winnipeg, Canada. (35)

OLD ESTABLISHED HARDWARE, STOVES and plumbing in Eastern Ontario city; steady increase of sales at good prices; business always showing a good return on investment; exceptional opportunity, stock being particularly well bought. Box 693, Hardware and Metal.

THRIVING HARDWARE BUSINESS FOR sale, consisting of shelf and heavy hardware, stoves, etc. Located in central part of Ontario; three railroads; turnover $50,000; stock $10,000, which is being reduced. Excellent chance to buy at rate on dollar. Retiring from business. Box 618, Hardware and Metal, Toronto. (52tf)

FOR SALE.—A. 1 HARDWARE BUSINESS in good Manitoba town on two lines of railway. Stock $7,000. Terms to suit. Good reason for selling. Apply to Box 692, Hardware and Metal. (32)

FOR SALE 1 NO. 282 W. PEASE HOT Water Boiler in good condition; used two seasons, $90.00 f.o.b. Berlin. P. Hymmen Co., Ltd., Berlin, Ont. (34)

H. H. PIGOTT & CO., LTD., BUSINESS Brokers and Financial Agents, 286 Bannatyne Ave., Winnipeg, Man. Businesses bought, sold and traded. Locating advice free. Many years in wholesale trade give us practical knowledge and strongest connections.

HARDWARE AND FURNITURE—IN SASkatchewan, on Outlook extension. Stock $5,000; store $3,600; $3,600 cash and balance arranged with wholesalers. Railway service just started, and business is increasing very rapidly. Profits should run from $3,000 to $5,000. H. H. Pigott & Co., Ltd.

HARDWARE—IN SASKATCHEWAN — ON main line of C.N.R. Stock $5,000; turnover $22,000. Sales this year $3,000 ahead of last. Owner wants $3,000 cash, and will arrange balance on easy terms. H. H. Pigott & Co., Ltd.

HARDWARE — IN MINING TOWN IN Southern Alberta. Stock $3,500. Sales average about $1,400 monthly; can be largely increased. Can rent store for $30 month. Light competition. H. H. Pigott & Co., Ltd.

HARDWARE AND IMPLEMENTS — ON main line of G.T.P., in Saskatchewan. Stock, hardware $3,000, implements $2,500. Terms, one-half cash on hardware, $1,000 on implements; balance easy. H. H. Pigott & Co., Ltd.

HARDWARE—$2,500 cash, with monthly payments for balnace, will handle a $4,000 stock in Saskatchewan town of 400. Store can be leased for $25 per month. Business will pay at least $2,000 over expenses. H. H. Pigott & Co., Ltd.

WRITE US IF YOU WANT TO BUY OR sell. Our booklet, "Business Opportunities and Investments in Western Canada," will interest you. H. H. Pigott & Co., Ltd., Winnipeg, Man. (32)

SITUATIONS VACANT

WANTED—TINSMITH WITH AT LEAST 3 years' experience. Apply, stating wages, T. Young & Son, Hanover, Ont. (32)

WANTED—GOOD ALL ROUND TINSMITH, will hire or give the tinshop on a percentage. State experience, wages expected, married or single. Steady job to the right man. A. M. Carscadden, Fort Saskatchewan, Alberta. (33)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED — FIRST-CLASS HARDWARE clerk for retail hardware store; must be good salesman, good stock keeper, one well up on builders' hardware. State experience, wages expected, married or single. Steady job to the right man. Address in own handwriting, J. B. Kernaghan, Prince Albert, Sask. (32)

SITUATIONS WANTED

TRAVELLER HAVING PROVED HIS ABILity by greatly increasing his firm's business in the territory covered and being an aggressive salesman wishes to secure a position with manufacturing concern. Box 668. Hardware and Metal, Toronto. 18—21t

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 15 cents postpaid, or two sets for 25c while they last. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

AGENT WANTED

IMPORTANT BRITISH COMPANY MANUfacturing high grade protective paints, enamels, varnishes and coatings, contractors to British Admiralty, and leading shipbuilders and engineers, desire to be represented in the Dominion. Director will be in Canada about September, and could interview persons or companies who might do business or take up agencies. Apply XX, care of Hardware & Metal, Montreal. (35)

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white card marked 25c, 50c, 75c, $1, $1.25, $1.50, $1.75, $2, $2.50, $3, $3.50, $5. Dozen in set, per set 25 cents postpaid. Technical Book Dept., 143 University Avenue, Toronto. (tf)

Interested?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use
A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches
All These Men

RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,
1c. per word subsequent insertion,
5c. extra per insertion for box number if desired.

Hardware and Metal

MONTREAL TORONTO WINNIPEG

When writing advertisers kindly mention having seen the advertisement in Hardware and Metal.

Merchants and Salesmen!

Would you be willing to pay $2.00 to hear some of the leading authorities on salesmanship express their opinions on this all-important subject? In

BRAIN-POWER BUSINESS MANUAL

125 Presidents, Vice-Presidents, General Managers, Sales Managers and Star Result Getters, have contributed of their knowledge and experience on such phases of the subject as:—

The Selling Profession.
Education and Training.
Before the Interview.
Getting Interviews.
The Approach.
Selling Talk.
Answering Objections.
Selling Tactics.
Closing Sales.
Cash with Order.
Samples.
Getting the Price.
Credits and Terms.
Cancelled Orders.
Territory.
Long vs. Short Trips.
Finding New Customers.
Salesmen's Relation to House.
Salesmen and Advertising.
Expense Accounts.
Promotions.
Bribes.
Conduct Toward Customer.
Special Tactics.
Character and Conduct.

183 pages, 5¾ x 8¾ inches.

PRICE $2.00

TECHNICAL BOOKS.
143-149 University Ave.
TORONTO

"RUSSWIN" BUILDERS' HARDWARE

We are jobbing agents for the famous "RUSSWIN" line of builders' hardware. Our stock contains the latest and most artistic designs on the market to-day. By selling "RUSSWIN" LOCK SETS you will be in the best position to get the CONTRACTORS' business in your town.

COAL CHUTES

Agents for Manitoba and Saskatchewan for the DOWN DRAFT COAL CHUTE. A large stock always on hand.

THE WINNIPEG PAINT AND GLASS CO. LIMITED
EVERYTHING FOR A BUILDING

WINNIPEG EDMONTON

New Era Paint

IS AN EXCELLENT STOCK PAINT

It stays in condition and when sold gives greater satisfaction than others.

Its surface-covering qualities are above the average and it wears splendidly.

The result is a steady and increasing demand for New Era Paints, which it will pay you to supply.

STANDARD PAINT & VARNISH CO., LTD.
WINDSOR, ONT.

Queen City Water White Oil

GVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

A Can of Ramsay's Paints

is the best trade clincher and satisfaction producer that you could use on a steady or a prospective paint customer. This is true because of the exceptional quality of the argument found in every can—the paint itself. Make your first sale of Ramsay's Paints and the paint will make all the rest to that customer.

Why not "fix it" so as to always be ready with the right can of "The Right Paint to Paint Right."

Let's talk about a stock.

A. Ramsay & Son Co.

MONTREAL

Paint Makers Since '42.

WESTERN DISTRIBUTORS:
Revillon Wholesale, Limited, Edmonton.
A. McBride & Co., Limited, Calgary.
F. R. Begg & Co., Limited, Vancouver.





108

GLASS

of Every Description for Buildings

Our Leaded Art Glass is of the highest grade manufactured. Being the largest manufacturers of this line in Canada we can also give you the lowest price consistent with high quality

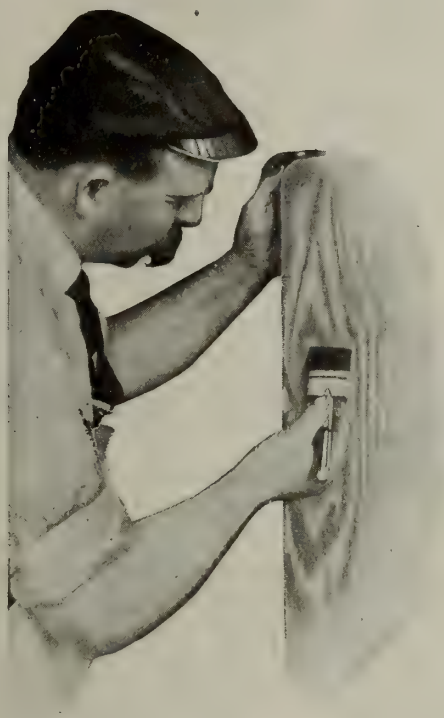
If you have not already received a copy of our 132 page catalogue, we would be pleased to send one.



HOBBS MANUFACTURING CO. LIMITED

OFFICES AND FACTORIES

London Toronto Winnipeg Montreal



Here is the ideal varnish for the dealer to sell.

There is a general demand for a good general purpose varnish that embodies what is best in varnish and yet is not too high in price. It is just this particular need that we had in mind when we perfected and brouhgt out

SUN VARNISH

For Inside and Outside Use

It is a clear, bright, hard varnish, made of Copal Gum, just the thing for use on wagons, agricultural implements, store fronts, doors, porch ceilings, boats. Inside it can be used for woodwork, furniture, bathrooms, etc. For the floors use Sun Waterproof Floor Varnish.

THE CANADA PAINT CO., Limited

Paint, Varnish and Dry Color Makers, Linseed Oil Crushers

Factories and Offices—Montreal, Toronto, Winnipeg. Oxide Mines—Red Mill, P.Q.

Books for the Metal Workers

Any of the following books sent prepaid on receipt of price

WRITE FOR CATALOGUE

THE NEW METAL WORKER PATTERN BOOK.
A treatise on pattern cutting as applied to all branches of sheet metal work. By George W. Kittredge. 430 pages; 744 illustrations; size 10 x 13 inches. Cloth bound. **Price $5.00.**

ART OF COPPERSMITHING.
A practical treatise on working sheet copper into all forms. By John Fuller, Sr. 327 pages; 474 engravings; size 10 x 6½ in. Cloth bound. **Price $3.00.**

SHEET METAL WORK.
A manual of practical self-instruction in the art of pattern drafting and construction work in light and heavy-gauge metal, including sky-lights and roofing, cornice work, etc. By Wm. Neubecker. 267 pages; 358 illustrations; 6½ x 9¼ inches. Half-Morocco binding. **Price $3.00.**

A PRACTICAL WORKSHOP COMPANION.
For tin, sheet iron and copper plate workers. By LeRoy J. Blinn. 296 pages; 170 figures. Size 5 x 7¼ inches. **Price $2.50.**

SHEET METAL WORKERS' INSTRUCTION.
By Joseph H. Rose. 300 pages. Profusely illustrated. **Price $2.00.**

THE ROOFING, CORNICE & SKYLIGHT MANUAL.
175 pages; 170 illustrations and 13 plates; size, 6 x 9½ inches. Cloth bound. **Price $1.50.**

BAUGHMAN'S BUYER & SELLER COST TABLES.
A cost book for everybody having cost to figure by the piece, pound, foot or ton, from 2½c per hundred to $ 0 a hundred. Leather bound. **Price $1.50.**

TINSMITHS' HELPER & PATTERN BOOK.
With useful rules, diagrams and tables. By H. K. Vosburgh. A new revised edition; 120 pages; 53 figures; size 4½ x 6¾ inches. Cloth bound. **Price $1.00.**

TWENTIETH CENTURY SHEET METAL WORKER.
By H. E. Osborne. Gives short, concise explanations which should be easily understood by the young apprentice, and are sufficiently scientific for the practical use of the journeyman. 86 pages; size 5½ x 7¾; illustrated. Cloth bound; **Price $1.00.** Paper Cover; **Price 60c.**

PRACTICAL METAL PLATE WORK.
By Paul N. Hasluck. 247 illustrations; 160 pages. **Price 75c.**

TREATISE ON THE GEOMETRICAL DEVELOPMENT OF ROUND AND OVAL CONES.
With easy examples of their application. For the use of beginners and practical sheet-iron and tin-plate workers. By John Fuller, Sr. 52 pages; 87 figures; size 4½ x 6¾ inches. Cloth bound. **Price 75c.**

MENSURATION FOR SHEET METAL WORKERS.
As applied in working ordinary problems in shop practice. By W. Neubecker. 51 pages; 70 figures; 5½ x 7¾ inches. Cloth bound. **Price 50c.**

TABLES GIVING THE LENGTH OF BARS FOR SKYLIGHTS, AND RAFTERS FOR ROOFS.
84 pages; bond paper; handy pocket size. Cloth bound. **Price 50c.**

THE METAL WORKER SHOP CARDS.
Made of Manila Board; 11 x 14 inches; eyeletted for hanging up in the shop. No. 1.—Table of the quantity of tin required for roofs. No. 2.—Table of the diameters, areas and circumferences of circles. **Price 25 cents each.**

EASY LESSONS IN ROOF MEASUREMENTS.
By W. Neubecker. Twelve lessons on figuring the amount of material required to cover a given surface in flat, hipped or irregular shaped roofs. 31 pages, 5½ x 8 inches; 12 illustrations. Paper cover. **Price 25c.**

HOUSE CHIMNEYS.
A series of articles on chimney troubles and their remedies. 62 pages; 5½ x 8inches; 40 illustrations. Paper cover. **Price 25c.**

MACLEAN PUBLISHING COMPANY

TECHNICAL BOOK DEPARTMENT

143-149 University Avenue - - - TORONTO, ONT.

The P's and Q's of the Paint Store Man

"If you would succeed you must mind your Ps and Qs."
"Quality" and "Profit" trip up too many business men.
They get profit too high, quality too low, and wonder what was wrong when the crash comes.



MARTIN-SENOUR PAINT 100% PURE

is a real business insurance. Its quality and a reasonable profit will make your business boom.
The dealers who know say so. Write today for the proof and our proposition to insure your business the same way.

THE MARTIN-SENOUR CO., Limited
Pioneers of Pure Paints

MONTREAL CHICAGO WINNIPEG LINCOLN





The Dougall Varnish Company, Limited

J. S. N. DOUGALL, President

305 Manufacturers Street,
Montreal, Canada

Associated with MURPHY VARNISH CO., U.S.A.

The Varnish That Lasts Longest

Battery Users in the West



have learned to rely upon X CELL Dry Batteries for vitality, long life and great recuperative powers. Being made in the West, they reach customers much fresher than imported or Eastern-made cells.

X CELL
Dry Batteries

will please your trade. Our No. 8 has become the standard all over Western Canada for engine work and heavy duty. Handle a battery that is well made, well advertised and well liked.

LET US PUT YOU IN TOUCH
WITH THE NEAREST JOBBER

Canadian Carbon Company
OF WINNIPEG, LIMITED
Bury and Irish Ave., - - Winnipeg
E. W. HANNA, President and Managing Director

"ATLAS" BRAND

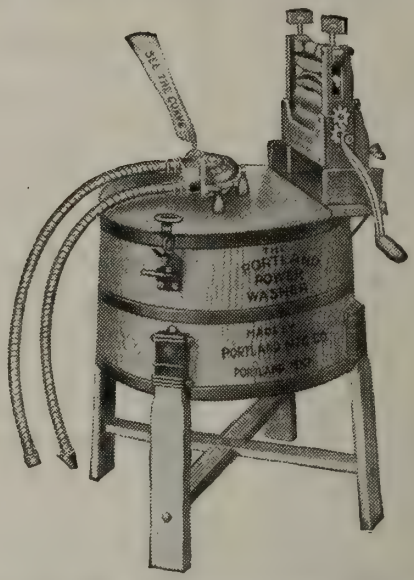
BLUE BACK EMERY CLOTH
SAND OR FLINT PAPER
GARNET PAPER in Reams or Rolls
EMERY in ten pound packages
"FLORA" KNIFE POLISH all size packages

The leaders in this line.
Already introduced and known to the trade.
Good Goods and Good Profits.
Samples for the asking.

The London Emery Works Co.
LONDON, ENG.

Canadian Representative:-
W. FRANK MURPHY
55 St. Francois Xavier St. - Montreal, Can.

FROM STOCK



Only 20 lbs. Pressure Required

The Supreme Test

The supreme test of a Washer's worth is the way the Washer washes. Try it out with the Dirty Shirt test. Take an unusually dirty but originally white shirt, run it through the Portland Water Power Washer, and you'll find that the shirt itself is not only perfectly clean (provided, of course, that the dirtiness of the shirt isn't due to paints, etc.), but that the neck and wrist bands too are spotless.

The Portland is a trouble-less washer—it relieves all washer worries.

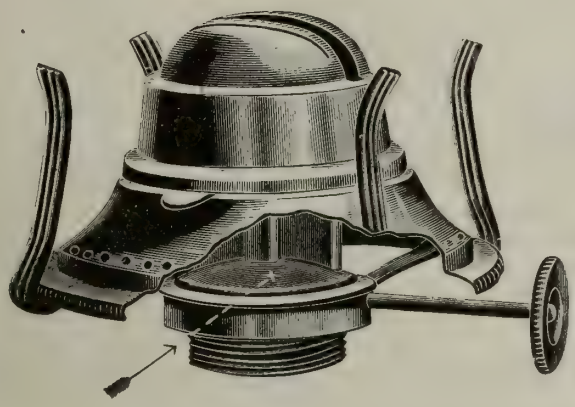
Made complete in our own factories—washer, motor, and furniture finished tub.

If you're looking for a quality washer that's really worth while get after your hardware jobber, or write direct to us.

HENDERSON & RICHARDSON
Formerly J. A. HENDERSON
Board of Trade Building, MONTREAL

SOLE CANADIAN AGENTS FOR
PORTLAND MFG. CO., - Portland, Mich.
The Largest Manufacturers of Washing Machines in the World

BANNER
TRADE MARK.



HIGHEST IN PUBLIC FAVOR

A quarter of a century of favorable service has made

"BANNER" BURNERS

the recognized standard of excellence.

Many burners with so-called improvements are a positive menace to their users.

Can you afford to be identified with these? Your stove is judged by what you sell. Banner Burners ensure safety and satisfaction to your customer, and a good profit to you.

LOOK FOR THE COVERED BASE

A sure prevention from fire arising from the oil-soaked collection of dead insects, charred wick ends, etc., found in other burners.

SOLD UNIVERSALLY AND BY ALL JOBBERS

Ontario Lantern & Lamp Co., Limited

HAMILTON, ONTARIO

BRANCHES:

MONTREAL, P.Q.
30 St. Dizier St.

WINNIPEG, MAN.
56 Albert St.



QUALITY

The word that explains the popularity of

INTERNATIONAL

VARNISHES AND VARNISH SPECIALTIES

Regularly specified by architects and employed by the most discriminating consumers in Canada.

Those best able to judge pronounce International Products UNAPPROACHABLE IN QUALITY.

Is anything else but the best good enough for you to feature?

Why not enhance your reputation and profit by handling the International Line?

Sold only in Cans containing Full Imperial Measure.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO WINNIPEG

Canadian Factory of Standard Varnish Works.

NEW YORK CHICAGO LONDON
BERLIN BRUSSELS MELBOURNE

Largest in the world and first to establish definite standards of quality.

N-12

Friedr. Baurmann & Sons, Solingen, Germany

Manufacturers of High Grade Razors and Safety Razors



"DWARF" brand RAZORS

Will bring you satisfied customers. Made of the best English Crucible Steel—guaranteed hand forged and hand ground—very carefully tempered by special secret process ensuring highest results.

Write for our catalogue.

Canadian Agents:

Hupfeld Ludecking & Co.

Montreal, - Box 1076



"ONE MINUTE" Washers and Wringers

Imitated in Construction—Unequalled in Quality

This machine will increase your washer profits. It contains all the qualities that are essential to make it the most satisfactory to both dealer and user.

Communicate with us NOW and get full particulars—it will pay you

ONE MINUTE WASHER CO., TORONTO

MacKENZIE BROS., Winnipeg, Man., Sask. and Alberta
CANADA STOVE AND FURNITURE CO., Montreal

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

MAPLE CITY OILERS



No. 600 A A
Wide Mouth

We manufacture the most complete line of oilers made in America, including Pump, Engineers', Machinists', Mowing Machine and Railroad Oilers, Tallow Pots, Engineer Sets, Torches, Lamps, etc.

MAPLE CITY MFG. CO.

MONMOUTH, ILLINOIS, U.S.A.

THE 4 CARDINAL VIRTUES OF THE FOX FLOOR SCRAPING MACHINE

1. Simple of Construction.
2. Easy to Operate.
3. Leaves a Perfect Finish.
4. Inexpensive.

Every Fox Scraper is guaranteed to do perfect work.



Manufactured by

FOX SUPPLY CO.

112 King Street
BROOKLYN, WIS.

THE FOX FLOOR SCRAPER IS SOLD BY:—

The E. Cavanagh Co., Ltd.
Montreal

The James Walker Hardware Co., Ltd.
Montreal

Durand Hardware Co.
Montreal

Frothingham & Workman, Ltd.
Montreal

Prompt deliveries will be made.
Write for Catalogue and Prices.

There Will Be A Large Demand For the

CORONA ROASTER

After Once Introduced

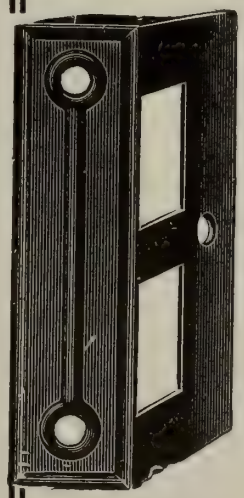


This is a roaster that has become indispensable in thousands of homes.
It is **very attractive**, and is sure to find ready buyers in your vicinity.
A double air jacket, yet all of one piece of steel.
The hard, glossy enamel is as easily kept clean as a dinner plate. Has no seams to cause trouble, or creases to make it hard to clean.
Absolutely guaranteed and backed by our long retained reputation for **high quality.**
Write us for catalogue and full particulars.

The Enterprise Enamel Co.

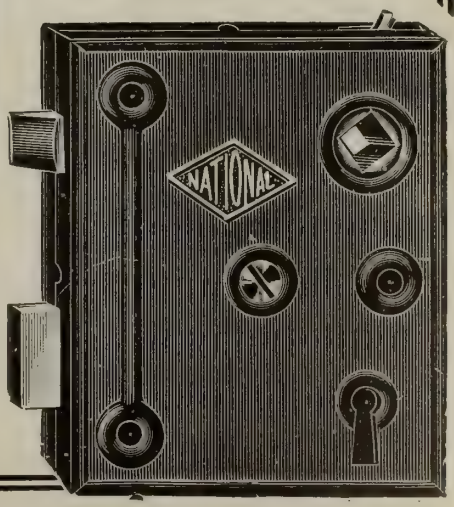
BELLAIRE, OHIO

NATIONAL Steel Rim Locks



have, through their past service, proved that they are the easiest operated, most durable, and absolutely the safest on the market.

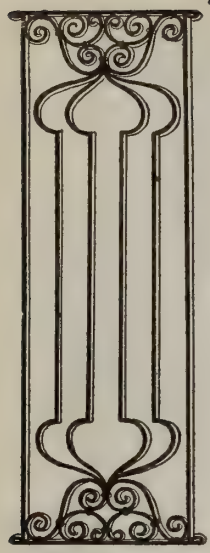
They cannot get out of order, as they are extremely simple and extra strong where strength is most needed.



If you do not know the National Lock, get acquainted, as it means more money for YOU.

Order from your jobber.

National Hardware Company, Ltd.
ORILLIA, ONTARIO, CANADA



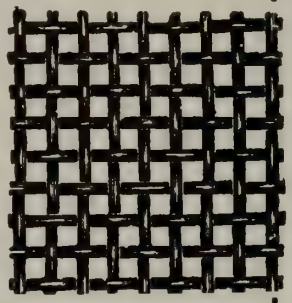
GOODS THAT LAST

WHEN YOU ARE IN THE MARKET FOR

Wire Cloth

Perforated Sheet Metals
General Wire and Iron Work

Consult us. We have goods that have a clean record, ensuring the buyer his money's worth and the dealer a good profit.



Do not hesitate about sending us your order or specify our goods when ordering through your Jobber.

Have you a copy of our new catalogue?

Canada Wire and Iron Goods Company
HAMILTON, ONT.

We Specialize in all kinds of Steel Cells, Steel Work, Etc., for Prisons, Jails and City Lockups.

Enthusiasm

To sell goods and make profit you must develop this quality. Home made goods always did make you feel that way. That is why so many hardwaremen throughout Western Canada are selling our

METAL CEILINGS, SHINGLES, SIDINGS AND CORRUGATED IRON

and making nice profits.
They have seen them made. They know they are right. They can get them in a hurry.
All these things will be at your service when you hook up with us.

WRITE TO-DAY.

Winnipeg Ceiling and Roofing Co.
P.O. Box 2186 H. Winnipeg, Man.

"Where Quality Counts"

Our Up-to-date Restaurant Urns



The quality and attractiveness of our URNS have put them in the foremost places in the finest Restaurants and Hotels in the country.

They are guaranteed to be satisfactory and bring the best results.

Our URNS are not expensive—you will have a quick seller and a reasonable profit.

Write for our proposition.

THE BUFFALO MFG. COMPANY
Buffalo, N.Y.

Canadian Representatives:
H. F. McIntosh & Co.,
28 Toronto St., Toronto

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

THE R. McDOUGALL CO., Limited
GALT, CANADA

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS
Ontario—Baines & Peckover, Toronto
Manitoba — Bissett & Loucks, Limited, Winnipeg

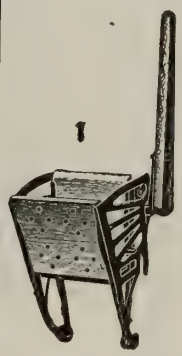
Reliable QUALITY

Look For This Trade Mark Then Buy The "White" Mop Wringer





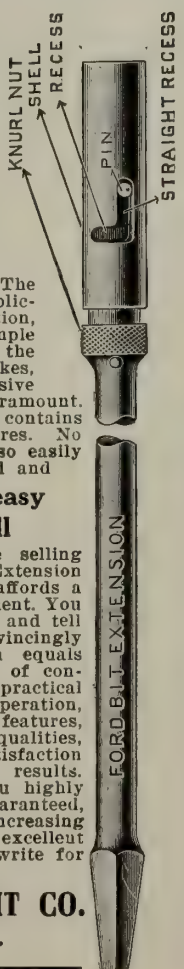






WHITE MOP WRINGER CO.
FULTONVILLE, N.Y.

Show your Customers This Up-to-Date Bit Extension



The Ford Bit Extension is not to be classed with the ordinary Extension — Clumsy, hard to work and in general unsatisfactory. The Ford is a model of simplicity—simple in construction, simple to adjust and simple to use. It embodies the best points of other makes, and has several exclusive features that make it paramount. No other Bit Extension contains so many practical features. No other can do the work so easily nor as well as the Ford and

No other is as easy for you to sell

For the Ford has more selling points than any other Extension and each Ford feature affords a convincing selling argument. You can hand a man a Ford and tell him positively and convincingly that no other extension equals the Ford in simplicity of construction, number of practical advantages, facility of operation, time and labor saving features, convenience, wearing qualities, and in the ultimate satisfaction desired through better results. The Ford comes to you highly recommended, fully guaranteed, and with a steadily increasing demand. We have an excellent proposition. Will you write for circulars, prices, etc?

FORD AUGER BIT CO.
Holyoke, Mass.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY



OAKEY'S

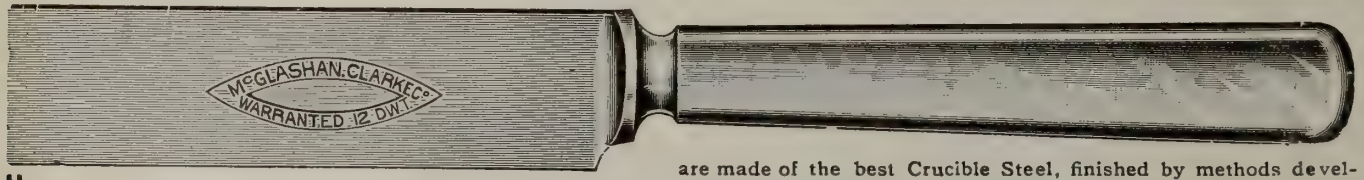
The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

The McGlashan, Clarke 12 Dwt. Knives



are made of the best Crucible Steel, finished by methods developed during years of successful manufacture, plate with 12 dwts. pure silver, put up in neat Rack Boxes containing one-half dozen. Every box contains our guarantee.

The McGlashan, Clarke Co., Ltd., Niagara Falls, Canada

AGENTS: J. Mackay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont. David Philip, 291 Portage Ave., Winnipeg, Man. Benj. Rogers, Charlottetown, P.E.I.

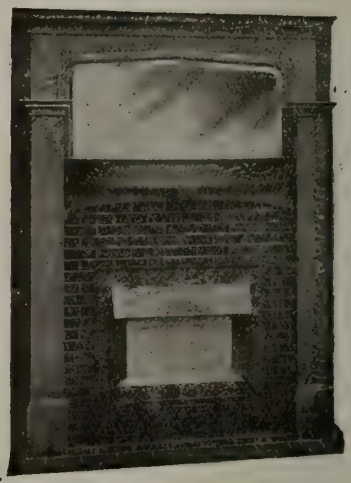
Dealers!

HERE'S YOUR CHANCE TO MAKE A SPLASH.

This Mantel or any of our "70" different designs, fitted with our Electric Grate requires no chimney, therefore anyone building a house can have a Mantel complete for less than the actual cost of a chimney.

Write for the "dope"—Your contractors will fall for it.

Don't forget—We have the best line of Gas and Coal Grates in the country.



The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.

Our Motto—"QUALITY"

"THERMO"

The Washer

Easy to Sell

That makes the Washday Bright



Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.

THE LONDON FOUNDRY CO., LTD., LONDON, CANADA

F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto: MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

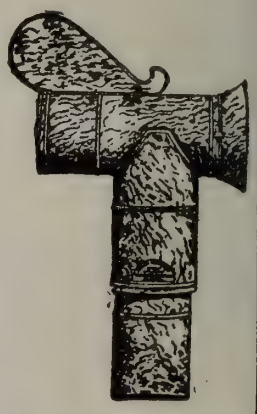
FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



Brockville, Ont., Jan. 23rd, 1910.
Messrs. J. W. Harris Mfg. Co., Ltd.,
129 Sanguinet St., Montreal.

Dear Sirs:

Enclosed you will find my cheque to cover account of the last of the many of your "J. W. Harris Rotary Ventilators," which I have installed here, and I have much pleasure in saying that in every case they have given perfect satisfaction.

Yours truly,
W. H. HARRISON.

Made by

The J. W. Harris Mfg. Co., Ltd.

Contractors

Montreal

WARE MFG. CO. LTD.
OAKVILLE
PURE ALUMINIUM WARE
"WILL OUTWEAR ANY WARE"

"OAKVILLE" PURE ALUMINIUM COOKING UTENSILS

Each article made from a single piece of Aluminium. No cracks or seams, will not scorch or burn. Heat passes through aluminium two or three times as fast as through tin or iron, cooking food more quickly. Highly polished finish, making excellent displays on shelves or windows. **Their fine appearance, backed by their finer quality, make them quick sellers.**

Our Guarantee—*If the goods are not satisfactory, return them at our expense and we will return your money, or credit your account.*

WRITE FOR TERMS AND FULL PARTICULARS. PROMPT SHIPMENT.

THE WARE MFG. CO., LIMITED, Offices: 220 King St. W., Toronto Factory at Oakville, Ont.

We have the finest machinery and every facility for producing best quality

WIRE NAILS AND STAPLES

These nails have perfect heads and points, and we have taken special care in the drawing to obtain a regular gauge. Every keg is guaranteed to be full weight.

We also recommend our WIRE BALE TIES, and O and A WIRE as the best on the market.

Write at once for prices and full particulars.

THE LAIDLAW-BALE TIE CO., LIMITED - HAMILTON

GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN, Winnipeg, Man.









W. & B. Wrenches Give Longer Service Economy

In manufacturing "W. & B." Wrenches we begin right by using only carefully selected steels for this special purpose.

Then the various manufacturing processes of forging, milling and finishing are given the most critical attention.

The result is true wrench economy that may be found in the most complete line of wrenches in the world.

Just ask your jobber for **"W. & B." Wrenches** and see that "W. & B." Diamond Trade Mark is stamped on each one.



The Whitman & Barnes Mfg. Co.

Established 1854

ST. CATHARINES, - - - ONTARIO

Stocks carried at Winnipeg and Montreal

Tools of Quality
Trade
W B
Mark
Bear These Marks



Tools of Quality
Trade
W&B
Mark
Bear These Marks

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895

Special Grand Prize

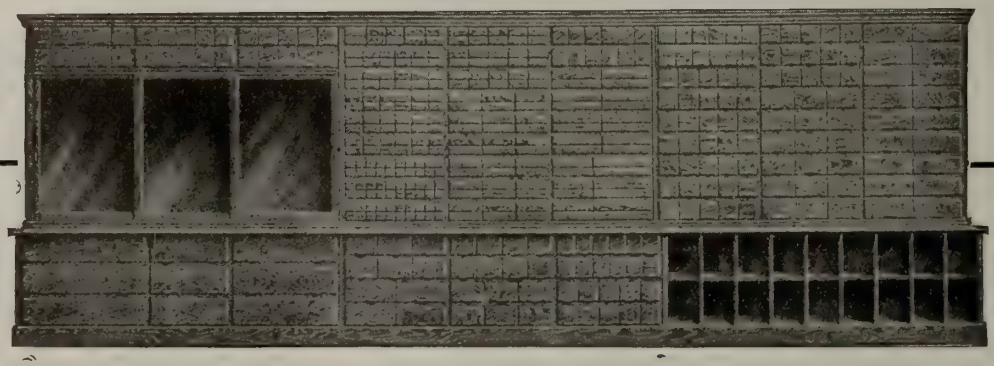
GOLD MEDAL

Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



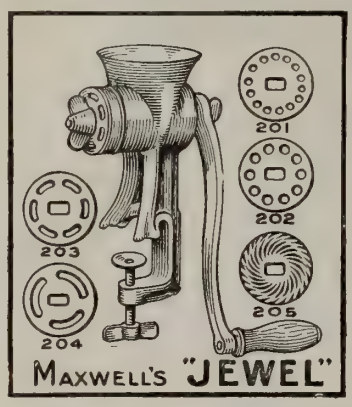
Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving, and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto



MAXWELL'S "JEWEL" FOOD CHOPPER

is a quick-cutting, smooth-working, thoroughly reliable Canadian-made machine at a price which makes sales easy.

Made in four sizes, with full equipment of cutting plates for every class of work.

Write for Catalogue of Maxwell Food-Cutters, Washers, Churns, etc., to—

DAVID MAXWELL & SONS, St. Mary's, Ont.

McKinnon Electric-Welded Coil Chain



McKinnon Swell-Weld Coil Chain

25% More Weld = 25% More Strength = 25% More Wear

MADE IN CANADA

Perfect Stock + Perfect Welding = Perfect Product

See The Swell?

MADE BY

McKINNON CHAIN COMPANY

Sales Office: BUFFALO, N.Y.

Factory: ST. CATHARINES, ONT.

WHY NOT SELL THE DECORATOR STEP LADDER?

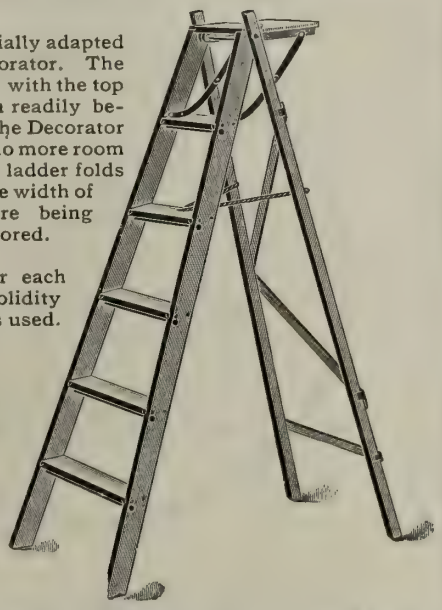
It Pays Good Profits and Gives Satisfaction

This ladder is especially adapted for use by the Decorator. The Shelf is nearly level with the top step and folds down readily between legs so that the Decorator with shelf takes up no more room than without. The ladder folds compactly within the width of the risers, therefore being easily carried or stored.

A rod passes under each step, assuring solidity and the rope lock is used.

Shelf is extra.

Put this ladder in stock at once—The result will surprise you.



Write for complete catalog on ladders.

The Stratford Mfg. Co., Limited

STRATFORD - - CANADA



STAR HACK SAW BLADES

Perform good service throughout the world. Hack Saw Blades with the (Star) Trade Mark will stand up to any class of work, cut with every stroke and have surpassed all Hack Saw Blades in quality and service for over 25 years.

Quick Clean Cuts with A Star

Star Blades with fourteen teeth to the inch are suitable for all classes of work except tubing with walls of less than 1-16 inch in thickness. For this, use Star Blades with 24 teeth to the inch.

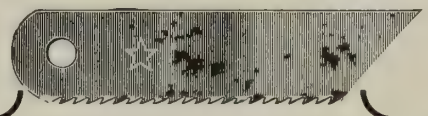
Two Styles For Every Purpose

The reasons which made Star Blades good to sell also make them good to use. Write us for our interesting proposition.

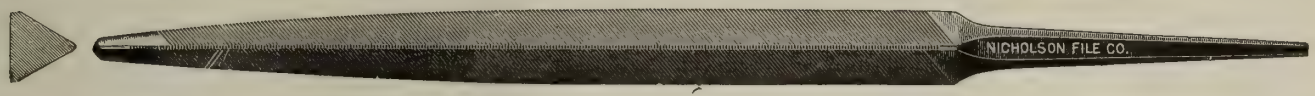
Our free book, "Tool Practice," is worth while sending for.

MILLERS FALLS COMPANY

28 Warren Street .:. NEW YORK



There is a Nicholson-made File for every filing purpose



Among the many other reasons why dealers should handle Nicholson-made files is their great range of shapes and grades. Each file for each purpose is made in the shape and of the grade of steel that our long specialized experience has shown to be the very best for the purpose.

In Canada, the favorite Nicholson-made files are:

"AMERICAN" "ARCADE" "GREAT WESTERN" "GLOBE"
"EAGLE" "McCLELLAN" "KEARNEY & FOOT" "J. B. SMITH"

Sell these lines. You are backed by all the great prestige of the Nicholson File Company, and your file stock is the line acknowledged to be the standard of file quality. Your jobber can supply you.

Nicholson File Company, Port Hope, Ontario



"I TELL YOU IT'S A GREAT SAW."

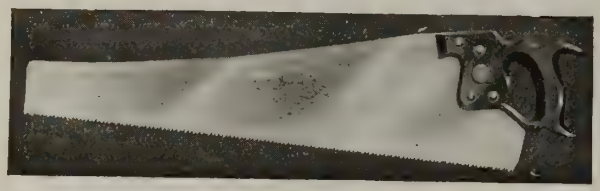
That expression applies with equal force to Simonds Crescent Ground Cross-Cut Saws and Simonds Hand Saws.

Many dealers handle both lines. Do you?

Simonds Canada Saw Co., Limited

Montreal, P.Q., St. John, N.B., Vancouver, B.C.

IN THE U.S.: THE SIMONDS MFG. CO.



"Try Us for Service and Quality"

We carry a large stock of

Wholesale Plumbers' Supplies,

from which we can make immediate shipments.

Drop us a card and get FREE copies of Blue Prints for septic tanks.

The John Stevens Co., Ltd.

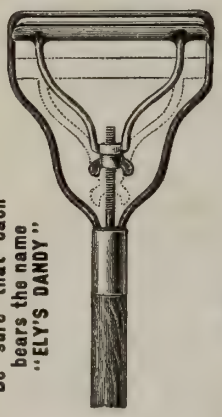
WINNIPEG.

ELY'S JANITOR MOP

☞No. 8 for men

No. 21 for women☜

Others are not just as good



Be sure that each bears the name "ELY'S DANDY"

ELY'S DANDY

Mop Wringer and Bucket

COMBINED

Others are not just as good.

Be sure that each bears the name ELY'S DANDY

Made in three sizes, 10 qt., 14 qt. and 22 qt.; guides, posts and step of malleable iron; lever of wrought iron, finished in black enamel; cedar buckets, three hardwood rolls. The most popular mop wringer on the market.



THE O. J. ELY MFG. CO.

ERIE, PA.

Get our catalogue of Mop Sticks, Mop Wringers, Brush Holders, Carpet Beaters, Broom Holders, Etc.

THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout
Six-Inch Stroke



This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

WRITE FOR OUR BIG FREE CATALOGUE.

The Aylmer Pump & Scale Co., Limited

AYLMER, ONTARIO

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality

TRADE 

MARK

The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY

HAMILTON, - ONTARIO

PIONEERS IN THE PACKING BUSINESS

Copper Sheets

M. & L. Samuel, Benjamin & Co.

CORNER KING STREET AND SPADINA AVENUE

TORONTO

LAMPBLACK

HIGHEST QUALITY

We are the World's Largest Manufacturers of Pure Lampblacks. This has been gained by giving our trade intrinsic value for money received—a value that cannot be obtained in any other lampblack.

If in doubt, let us submit you the evidence of dealers who know, by sending you copies of their repeat orders.

Better give our Lampblack a trial—it will cost you nothing if dissatisfied.

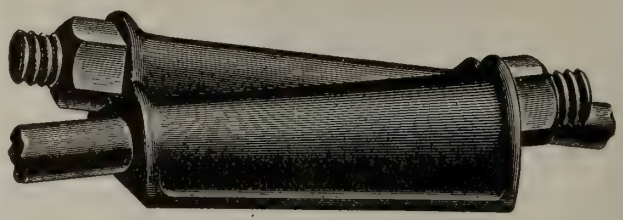
Write to-day.

Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.



Wilckes Martin Wilckes Company
NEW YORK, N.Y., U.S.A

TANK LUGS



For Round Rods, also Flat Bands on Silos, Tanks, Penstocks, etc. **Malleable Iron,** best quality, all sizes.

OTTERVILLE MANUFACTURING CO., LIMITED
OTTERVILLE, ONTARIO

You Want to Earn More, Don't You?

Your answer is Yes, Certainly!

The first essential is to find a way.

We are going to solve this problem for you.

You can suit yourself as to whether you give up your present position or not. If you choose, you can devote only spare time to our proposition.

If you are enterprising and intelligent, and willing to work for $7.00 or $8.00 a week during your spare hours, for the first two or three weeks of your connection with our staff, we can put you on the road to success.

After a few weeks, when you have had a little experience at our business, you can earn from $25,00 to $50.00 per week.

Write for full particulars to

THE MACLEAN PUBLISHING CO.

143-149 University Ave. Toronto, Ont.

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

Canada Foundry Company
LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO	VANCOUVER
OTTAWA	CANADA	ROSSLAND

BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER, METAL SPINNINGS

150,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.
HAMILTON, ONT.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

ARE YOU ALIVE

To the possibilities which a **Want Ad.** in **Hardware and Metal** holds for **you?** Do you know that for a few cents you can gain the attention of **every** hardware retailer, wholesaler, manufacturer and clerk in Canada?

RATES: payable in advance.
2c. per word first insertion.
1c. per word subsequent insertions.
5c. extra if box number is desired.

Hardware and Metal
TORONTO - MONTREAL - WINNIPEG

This Is UTICA'S 1909 Staple Puller

Manufactured by the

Utica Drop Forge Co.

Utica, N.Y.



UTICA QUALITY
is known everywhere.

TRADE U TI CA REG. U. S. MARK PAT. OFFICE

All goods carry this trade-mark.

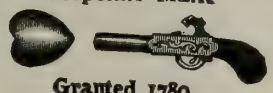
Sold in Canada by

SMITH HARDWARE CO., Limited

240 LEMOINE STREET
MONTREAL

Corporate Mark

STAMPED ON THE



GENUINE ARTICLE

Granted 1780.

Jonathan Crookes & Son

Sheffield, England

PEN, POCKET & SPORTING KNIVES, RAZORS, &c.

For Sale by Leading Wholesale Houses

SCREW AND STRAP HINGES

for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread.
Get our prices.

NUTS

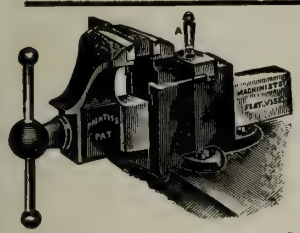
We can ship immediately from stock, Square and Hexagon Sizes for bolts up to 1 1-2 inches thick.

Send us your orders



LONDON, CANADA

Do Not Be Misled by Inferior Imitations.



There is but one

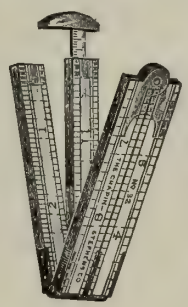
PRENTISS VISE

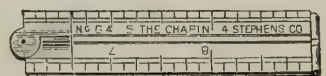
Made by

Prentiss Vise Company

Hardware Building, 106-110 Lafayette St., Cor. Walker St., NEW YORK

Sole Agents for Canada: A. Macfarlane & Co., Coristine Bldg., Montreal.
Sole Agents for Great Britain: Chas. Neat & Co., 112 Queen Victoria St., London, E. C.









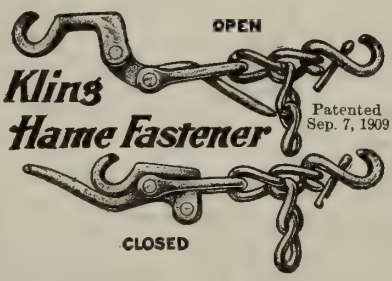
Rules

THE CHAPIN-STEPHENS CO.,
UNION FACTORY
PINE MEADOW, CONN., U.S.A

BIG

RESULTS
from small investments. Read Hardware & Metal's Want Ad. Page.

No Horse Can Break the



makes no difference how he lunges, jumps or jerks. No difference who hitches up, the hames will be tight and exert the same pressure every day. So good that we guarantee it and authorize you to refund the price to any dissatisfied user. Sells for 25c. but leaves you a profit of 50 per cent., or $1 on every dozen. Costs you $2 a dozen. See "Kling" on the lever. Descriptive circular on request.

The National Safety Snap Co., Inc., Dept. 33, Wilmington, O., U.S.A.

Sole manufacturers of the Klingsnap and Kling Hame Fastener.

D. C. Ross & Co., 56 Colborne Street, Toronto, Ont.

Canadian Distributing Agents

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufactures to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

BABBITT METAL.

SPOONER'S No Hot Boxes
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies
Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET, - QUEBEC

CHAPLETS.



ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

CLIPPERS.

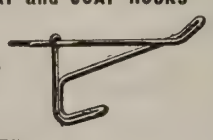
PRIEST'S CLIPPERS THAT'S SUFFICIENT.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, NH, US
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

COAT HOOKS.

Ask your Jobber for
GOLD COIN WIRE HAT and COAT HOOKS
Made by
JAMES & REID
Perth, Ont.



EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver
Oil Stones.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and rivited.
Waterproof Horse and Wagon Covers.
WRITE FOR SAMPLES AND PRICES
Raymond Bros., London, Ont.

IRON.

PIG IRON
STEEL PLATES, BARS and ANGLES
BAR IRON
David C. Mitchell & Co.
118 Queen St. - Glasgow, Scotland

MANUFACTURERS' AGENT.

Western Distributors, Limited

CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents, Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
St. Nicholas Bldg., Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

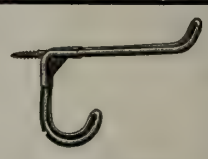
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

HOOKS.



HOOKS Every style and size.

We make hooks as our principal output. Before buying send for our prices. Every hook has the patented metal clasp which makes it indestructible. Samples on request.

ATLAS MANUFACTURING COMPANY
121 Water St., New Haven Conn.

When writing advertisers kindly mention having seen the advertisement in this paper

A want ad. in this paper will bring replies from all parts of Canada.

Send For Our New Catalog
Most complete line of
SCREW DRIVERS AND SMALL TOOLS
PIONEER TOOLS
The Southington Mfg. Co., - Southington, Conn.

TOOL HOLDERS
TOOL HOLDERS
For LATHES and PLANERS
All kinds—All sizes.
ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave.
CHICAGO, U.S.A.
Make ONE POUND of TOOL STEEL EQUAL 10 LBS. in FORGED tools.
Write for Catalog.

CARRIAGE SPRINGS & AXLES
ANCHOR BRAND
GUELPH AXLE WORKS
THE GUELPH SPRING & AXLE CO. LIMITED
GUELPH, ONT.

J. A. HENCKELS TWINWORKS CUTLERY
Pocket Knives, Scissors, Razors, Butchers' and Cooks' Knives, etc.
SOLE AGENTS F.W. Lamplough & Co., 9 DeBresoles St. MONTREAL

The INFALLIBLE GLAZIER'S DIAMOND
Just the Tool for Inexperienced Glass Cutters
Made by
A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

Sharratt & Newth's Glaziers' Diamonds
are unequalled for cutting and wearing qualities.
To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

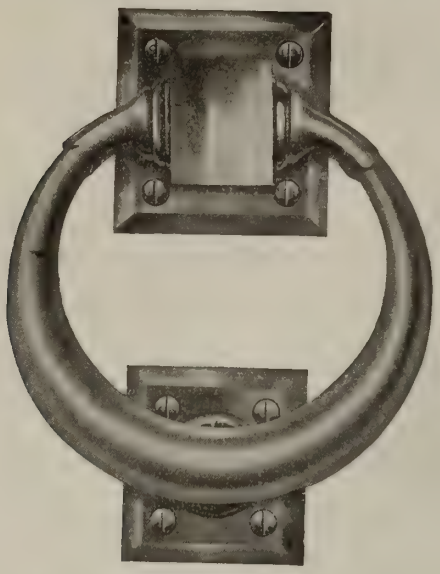
GALVANIZED FENCE HOOK For Fastening Wooden Pickets on Wire Fences
FENCE HOOK
WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE. OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.
The Western Wire and Nail Co., Limited, - London, Ont.

SEYMOUR'S SHEARS
FULLY WARRANTED
1830 STANDARD FOR NEARLY A CENTURY
Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York

"ACME" are the strongest and sharpest low-priced Shears and Scissors on the market.
Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why are 30,000 pairs of Acme Shears sold daily to-day?
Because "Acme" on a shear or scissor spells **satisfaction** to the **customer** at a **low price** and a **handsome profit to the dealer** with greatly increased sales.
Special Representatives, Wiebusch & Hilger, Ltd., New York City.
MR. DEALER: Write your jobber to-day for prices on the "Acme" line, supplement your high-priced shears with "Acme" shears and scissors and watch the gratifying results.
Jobbers should write for our W-2 Catalogue, illustrating the most complete line of shears and scissors manufactured.
The No. 701 Oval Steel Screw Straight Trimmer is one of our newest patterns.
THE ACME SHEAR CO., (125-195 Knowlton St.,) BRIDGEPORT, CONN., U.S.A.

Pease Economy Furnaces
WRITE FOR CATALOGUE AND PRICES
PEASE WALDON CO., LIMITED WINNIPEG . PEASE FOUNDRY COMPANY LIMITED TORONTO . PEASE PACIFIC FOUNDRY LIMITED VANCOUVER

Peterboro Hardware



Door Knockers add greatly to the appearance of a door. They are rapidly coming into vogue. Peterborough Door Knockers supplied to match any of our designs. A sample on your show cases will interest customers.

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH, ONT.

SHEET COPPER

Prompt Shipment

Stock or Import

B. & S. H. Thompson & Co.
LIMITED
MONTREAL, QUE.

Why not make 1912 the most profitable saw year in your history?



ATKINS STERLING SAWS
MADE IN CANADA

THEY are Quality Saws. They appeal to the best mechanics and are backed up by an aggressive advertising campaign that pays. Write us for full information. It will cost nothing to at least investigate the merits of this important line. Address

E. C. ATKINS & CO.,
MAKERS OF STERLING SAWS
HAMILTON, ONTARIO
Vancouver Branch, 109 Powell St.
U.S. Factory, Indianapolis, Ind.

Malleable Iron Castings

for Carriages and Special Castings of all Kinds

Manufactured by

P. KYLE

MERRICKVILLE, ONT.

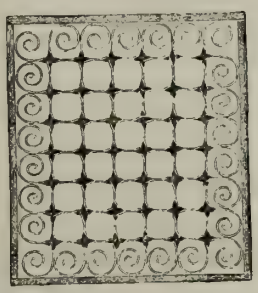
—PUMPS—

All Kinds
Hay Unloading Tools.
Barn Door Hangers.

The word "MYERS" assures QUALITY. Better write to us.

F. E. MYERS & BRO.
ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses



METAL GRILLS WICKETS and RAILINGS

in Iron, Brass and Bronze

Suitable for all requirements.

Send for Catalogue.

Dennis Wire and Iron Works Co., Limited
London, Ontario

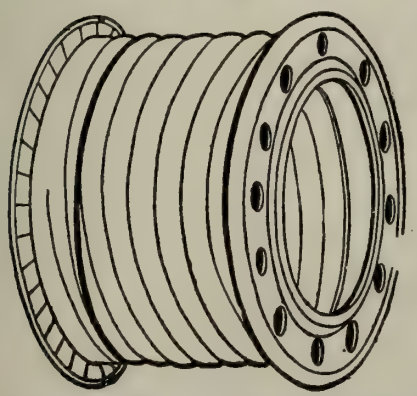
Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet Brand"

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers
W. Gilbertson & Co., Limited
Sole Canadian Sales Agent
ALEXANDER GIBB
St. Nicholas Bldg. - Montreal

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

FOR SALE BY JOBBERS OR BY THE MANUFACTURERS.

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

***FERRONA* PIG IRON**

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER . . ONTARIO



THE ORDERS FOR ERMALINE Cooking Bags COME ROLLING IN ALL THE TIME

What share are you getting of this trade?

Have you yet investigated this new system of cooking?

Are you not willing to carry a line which is a sure money maker?

Write for samples and Particulars to-day to

Edward Lloyd, Ltd.

508 Eastern Townships Bank Building

Montreal, - Canada

Watch for Hardware and Metal's Annual Fall Number, which will be mailed August 31st.

It will be the most interesting and most attractive number we have ever issued. Canadian hardwaremen will have occasion to feel proud of it.

Every page will contain ideas that will help you to make or save more money in your hardware store. The time you invest in reading it will earn you big dividends.

Advertisers will find in Hardware and Metal's Annual Fall Number the most economical means of instantly reaching the entire Canadian hardware trade, with advertisements of lines suitable for fall selling.

Write us for prices of advertising space.

HARDWARE AND METAL

Canada's Only Weekly Hardware Paper

Montreal Toronto Winnipeg New York Chicago
London, England

YOUR HEATING CONTRACTS SHOULD BE CLOSED EARLY

THIS IS POSSIBLE WHEN YOU SPECIFY

SUNSHINE FURNACES



THEIR INSTALLATION BRINGS MORE
BUSINESS AND BIGGER PROFITS TO YOU

THE ADVICE OF OUR HEATING DEPARTMENT IS AT YOUR DISPOSAL

"McClary" on Goods is a Quality Name.

McClary's

Order from our nearest branch to-day.

Toronto, Montreal, London, Vancouver, St. John, N.B.
Hamilton, Winnipeg, Calgary, Saskatoon

D. PERES Barrel Brand CUTLERY

(Razors, Pocket Knives and Scissors.)





Canadian Agents: GREEFF-BREDT & CO., TORONTO

Western Office: Feilman, Gibson & Jardine, 222 Portage Ave., Winnipeg. Montreal Office: H. J. Stafford, 426 King's Hall



AN IMPROVED WAFFLE IRON

Aluminum or Iron Plates—High or Low Bases
Ball and Socket Joint—Enameled Wood Handles.

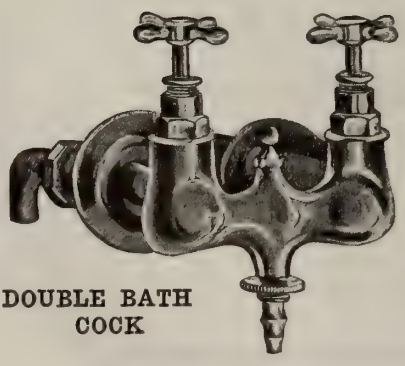
SALES ARE INCREASED

when Stover Irons are handled.
Send for circular showing where the Stover Iron is different from others and why they sell faster.
We also make a large line of dampers, clips, pokers, lifters, registers andirons, etc., that will interest you at this season of the year.

Stover Manufacturing. Co., 709 East Street, Freeport, Ill.



BIBB COCK



DOUBLE BATH COCK

MORRISON'S

J.M.T. Cushion Compression Work

(With Tee Handle and China Index Handle)

These cocks will last for years under ordinary care without the necessity of renewing the washers. This gives them a decided advantage over the ordinary type.

Constructed of **Two Rubber Discs** or washers, between which is inserted a **Metal Disc.** The top washer is contained in **a cup-shaped holder**—this prevents spreading and allows the washer to maintain a vertical pressure upon the seat.

The dealer who sells these cocks will give the best satisfaction. **Our guarantee is your protection. Try them for good profits,**



BASIN COCK

Write us for samples and prices

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide Street West - - TORONTO

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Acme Shear Co. 82
American Shearer Co. 82
Armstrong Bros. Tool Co. 83
Andrews Wire Wks., Ltd..... 17
Angle Mfg. Co. 4
Atkins & Co., E. C. 84
Atlas Mfg. Co. 82
Aylmer Pump & Scale Co..... 78

Barker, D. J., & Son 16
Barton Netting Co. 74
Bosse & Banks 82
Bowser, S. F., & Co., Ltd..... 53
Brandram-Henderson, Ltd. 51
Buck Stove Co., Wm. 16
Buffalo Mfg. Co. 72
Burmans Clippers 30
Burrow Stewart & Milne 18
Burmeister & Wain's Export Co., Ltd. 12

Cameron & Campbell 76
Canada Foundry Co. 80
Canada Paint Co., The 65
Canada Metal Co. 82
Canada Steel Goods Co. 8
Canada Wire & Iron Goods Mfg. Co. 72
Canadian Carbon Co., The 68
Canadian Copper Co. 73
Can. Fairbanks-Morse Co., Ltd.... 2
Canadian Ferrosteel Co. 18
Canadian Hart Wheels 92
Canadian Tube & Iron Co. 25
Can. Heating & Ventilating Co.... 14
Cartland & Son, Jas. 17
Carborundum Co., The 1
Caverhill, Learmont & Co. 29
Chapin-Stevens Co., The 81
Cheney & Sons, S. 82
Chicago Spring Butt Co.....
Inside back cover
Connor & Son, J. H. 31
Crookes & Son, Jonathan 81
Cummer-Dowswell, Ltd. 21

Davidson, Thos., Mfg. Co. 8
Directory of Manufacturers 82 83
Disston, Henry, & Sons 28
Dennis Wire & Iron Co. 85
Dominion Cartridge Co. .....
Outside front cover
Dorkin Bros. 26
Dougall Varnish Co. 67
Dreis, Edward 22

Ely Mfg. Co., Theo. J. 78
Enterprise Enamel Co. 71
Erie Iron Works 13

Findlay Bros. 16
Ford Auger Bit Co. 73
Fox Supply Co. 71

Garlock Packing Co. 79
Gibb, lAexander 84
Gilbertson & Co., W. 85
Gloeckler, Bernard 27
Goodell-Pratt Co. 5
Greef Bredt & Co. 88
Greening, B., Wire Co. 20
Guelph Spring & Axle Co. 83
Gutta Percha & Rubber Mfg. Co.,
Inside back cover

Hall Zryd Fdry. Co. 15
Hamilton & Son, C. J. 23
Hamilton Stamp & Stencil Wks... 82
Harris, J. W., Co. 74
Heinisch, R., Sons Co. 55
Henderson & Richardson 68
Hobbs Mfg. Co. 64
Howland, H. S., Sons & Co..... 7
Hupfeld Ludecking & Co. 75
Hutton, Jas., & Co. 80

Imperial Varnish & Color Co. 49
International Varnish Co. 69

James & Reid 82
Jamieson & Co., Ltd., R. C. 57
Jardine, A. B., & Co. 85

Kyle, P. 85

Laidlaw Bale Tie Co. 74
Lamplough, F. W. 83
Leslie, A. C., & Co. 31
Lewis Bros., Ltd. 3
Lloyd, Ed. 85
London Emery Wks. 68
London Bolt & Hinge Works 81
London Foundry Co. 74
London Rolling Mill Co. 73
Lowe Bros., Ltd. 49
Lufkin Rule Co. .....Inside back cover
Luther Grinder Mfg. Co. 11

McArthur, Alex., & Co. 55
McAvity & Sons, T. 85
McClary Mfg. Co. 12 87
McDougall, R., Co. 72
McGlashan-Clarke Co., Ltd. 74
McKinnon Chain Co. 76

Magnolia Metal Co. 28
Maple City Mfg. Co. 71
Marshalltown Trowel Co. 9
Martin-Senour Co. 67
Martin Co., The L. 17
Maxwell, D., & Sons 76
Metal Shingle & Siding Co. 21 85
Millers Falls Co. 77
Mitchell & Co., David 82
Moore & Co., Benjamin 57
Montreal Hdwe. Mfg. Co. 26
Morris & Bailey Steel Co. 70
Morrison Brass Mfg. Co., Jas..... 88
Myers & Bro., F. E. 85

National Acme Mfg. Co. 20
National Hardware Co. 71
National Safety Snap Co. 81
Newman, W., & Sons 82
Nicholson File Co. 77
Northern Aluminum Co. 10
North Bros. Mfg. Co. 1
Nova Scotia Steel & Coal Co..... 85

Oakey, John, & Son 73
Ohio Foundry Co. 18
Oneida Community, Ltd.
Outside back cover
Ontario Lantern & Lamp Co., Ltd. 68
One Minute Washer Co. 70
Otterville Mfg. Co. 80

Parmenter Bullock Co., The 82
Pease Fdry. Co. 83
Peterborough Lock Co. 84
Pittsburg Lamp, Brass & Glass Co., The 4
Pinchin-Johnson & Co., Ltd. 53
Pink, Thos. 19
Prentiss Vise Co. 81

Queen City Oil Co. 63

Ramsay, A., & Sons Co. 64
Raymond Bros. 82
Richards Wilcox Mfg. Co. 4
Robertson Mfg. Co., Ltd., P. L... 92
Ross Rifle Co. 92

Sapho Mfg. Co. 32
Samuel, M. & L., Benjamin & Co. 79
Seymour, Henry T., Shear Co..... 83
Sharratt & Newth 83
Shaw, A., & Son 83
Sheet Metal Products Co. 2
Shurly-Dietrich Co., Ltd. 25
Simonds Canada Saw Co. 73
Smith Hardware Co. 81
Southington Mfg. Co. 83
Sorby, Robt., & Sons 17
Soren Bros. 88
Spooner, Alonzo W., Ltd. 82
Stover Mfg. Co. 88
Standard Paint & Varnish Co..... 59
Standard Chain Co. 70
Standard Rule & Level Co. 23
Standard Stamping Co. 13
Steel Co. of Canada, Ltd..... 6
Stephens, G. F., & Co. 57
Stevens Co., Ltd., The Jno..... 78
Stewart, Jas., Mfg. Co. 28
Still, J. H. .....Inside back cover
Stratford Mfg. Co. 77

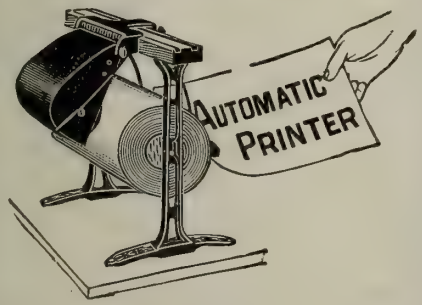
Tallman Brass & Metal Co. 80
Thompson, B. & S. H. 84
Toledo Cooker Co. 14
Toronto Plate Glass Importing Co. 55
Townsend & Co., S. P. 23

Utica Drop Forge Co. 81
Utilities, Limited 89

Want Ads. 58
Walker Bin & Store Fixture Co... 5
Ware Mfg. Co. 74
Western Distributors, Ltd. 82
Western Clock Mfg. Co. .....
Inside front cover
Western Wire & Nail Co. 83
Wheeler & Bain 23
White Mop Wringer Co. 73
Whitman & Barnes Mfg. Co. 75
Wilckes-Martin-Wilckes Co. 80
Winnipeg Ceiling & Roofing Co.... 72
Winnipeg Paint & Glass Co., Ltd. 59
Wright, E. T., & Co. 25

Yale & Towne 27

MAKE YOUR PARCELS ADVERTISE YOU



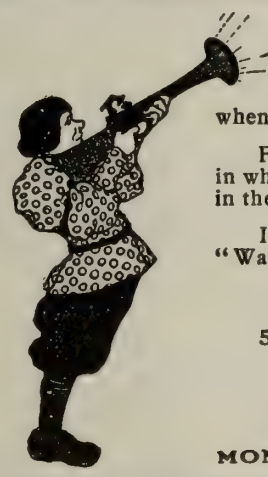
You can make each parcel that goes out of your store advertise you. The advertisement will go into many houses where you could not otherwise get it and will identify your name with quality and satisfaction that the purchaser gets from your goods.

The Automatic Printing Device prints the advertisement on the wrapper by the action of unrolling the paper No extra work. No trouble.

Write for our Leaflet which describes the details and advantages of this valuable device and gives you prices.

UTILITIES LIMITED

73 Bank of Ottawa Bldg., · MONTREAL



NO SHOOTING AT RANDOM

when you use Hardware and Metal "Want Ads."

From Nova Scotia to British Columbia not a town is missed in which there is a Hardware Dealer or Manufacturer interested in the hardware trade.

If there is a man in Canada interested in our proposition a "Want Ad." in Hardware and Metal will find him.

Rates, 2c. per word for first insertion.
1c. per word for subsequent insertions.
5c. additional each insertion when box number is desired.

SEND CASH WITH ORDER.

HARDWARE AND METAL,

MONTREAL TORONTO WINNIPEG

Knowledge Is Power

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

TECHNICAL BOOKS, 143-149 University Ave., TORONTO

CLASSIFIED LIST OF ADVERTISEMENTS

Abrasive Wheels
London Emery Works, London, Eng.
Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Wheels, Hamilton.

Aluminum Ware
Hero Mfg. Co., Philadelphia.
Northern Aluminum Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
Ware Mfg. Co., Toronto.
Wondershine Limited, Toronto.

Ammunition
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York.

Animal Traps
Oneida Community Ltd., Oneida, N.Y.

Anchors
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.

Auger Bits
Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.
Tobin Arms Mfg. Co., Woodstock.

Babbitt Metal
Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
Tallman Brass & Metal Co., Hamilton.

Bar Iron
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.

Bale-Ties
Laidlaw Bale-Tie Co., Hamilton, Ont.

Bar Urns
Buffalo Mfg. Co., Buffalo. N. Y.

Bath Room Fittings
Buffalo Mfg. Co., Buffalo, N.Y.
S. Sternau & Co., Brooklyn, N.Y.

Belting
Dominion Belting Co., Ltd., Hamilton
Sadler & Haworth, Montreal.

Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Co., Toronto.

Bird Cages
E. T. Wright & Co., Hamilton.

Binder Twine
Plymouth Cordage Co., N. Plymouth, Mass.

Bolts and Nuts
London Bolt and Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.
National Acme Mfg. Co., Montreal.

Boilers and Radiators
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.

Bolts—Expansion
Star Expansion Bolt Co., New York.

Brackets Shelf
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
Stanley Works, New Britain, Conn.

Brass Goods.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton
Stover Mfg. Co., Freeport, Ill.

Brass, Sheets, Tubes and Rods.
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton

Brushes.
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.

Bridle Rings—Galvanized, Brass and Plain.
Star Expansion Bolt Co., New York.

Builders' Tools and Supplies.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lufkin Rule Co., Saginaw, Mich.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., N. Britain

Builders' Hardware.
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough.

Butts.
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain, C.

Cans
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., Toronto.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

Carriers, Cash and Parcel
Hamilton Brass Mfg. Co., Hamilton.

Carpet Sweepers
Bissell Carpet Sweeper Company, Grand Rapids, Mich.

Carriage Heaters
Chicago Flexible Shaft Co., Chicago.

Carriage Springs and Axles
Guelph Spring and Axle Co., Guelph.

Cartridges
Dominion Cartridge Co., Montreal.

Cash Registers
National Cash Register Co., Toronto.

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Cement
Canada Cement Co., Montreal, P.Q.
Alf. Rogers, Ltd., Toronto.
B. & S. H. Thompson & Co., Montreal

Churns
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont
Maxwell, David, & Sons, St. Mary's, Ont

Chafing Dishes
Buffalo Mfg. Co., Buffalo.
S. Sternau & Co., Brooklyn, N.Y.

Chaplets
S. Cheney & Son, Manlius, N.Y.

Chicken Coops.
Triangle Mfg. Co., Freeport, Ill.

Clippers—All Kinds
American Shearer Mfg. Co., Nashua, NH
Chicago Flexible Shaft Co., Chicago
Coates Clipper Mfg. Co., Worcester, Mass.

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines
Cummer-Dowswell Ltd., Hamilton, Ont
Hamilton Cotton Co., Hamilton.

Clothes Wringers
Cummer-Dowswell Ltd., Hamilton, Ont
American Wringer Co., New York City
Lovell Mfg. Co., Erie, Pa.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Cordage
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Cow Ties
Greening, B., Wire Co., Hamilton.
McKinnon Dash and Metal Co., St. Catharines.
Oneida Community, Ltd., Niagara Falls

Cuspidors
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co., Montreal
Crookes, Jonathan & Son.
Dorken Bros. & Co., Montreal.
Greeff, Bredt Co., Toronto.
Henderson & Richardson, Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S., Sons & Co., Toronto
Hutton, Jas., & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.

Door Bolts.
Montreal Hdwe. Mfg. Co., Montreal.

Door Checks.
Wm. Keating, Toronto.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.

Door Hangers.
F. E. Myers & Bro., Ashland, O.
Richard Wilcox Mfg. Co., Aurora, Ill.

Door Springs.
Stover Mfg. Co., Freeport, Ill.

Drawer Pulls.
P. & F. Corbin, New Britain, C.
Stover Mfg. Co., Freeport, Ill.

Drills, Brick and Stone.
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.

Drills—High Speed
Alexander Gibb, Montreal.

Drinking Cups
Hero Mfg. Co., Philadelphia.

Dry Batteries
Canadian Carbon Co., Winnipeg.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.

Emery or Corundum Wheels
The Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Wheels Limited, Hamilton, Ont.
London Emery Works, London, Eng.

Electric Fixtures
The Barton-Netting Co., Ltd, Windsor Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Emery Cloth
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Emery Wheels.
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Enameled Ware
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
McClary's, London, Ont.

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Fencing—Woven Wire
The Steel Co. of Canada, Ltd., Hamilton.
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor, Banwell & Co., Walkerville.

Files and Rasps
Barnett Co., G. & H., Philadelphia, Pa
Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.

Firearms and Ammunition
Harrington & Richardson Sons Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
Tobin Arms Mfg. Co., Woodstock.

Fire Escapes
Canada Foundry Co., Ltd., Toronto.
Dennis Wire & Iron Co., London.

Fire Grates.
Ohio Foundry & Mfg. Co., Steubenville, O.

Fine Irons
Stover Mfg. Co., Freeport, Ill.

Fire Place Furnishings
The Barton-Netting Co., Ltd., Windsor, Ont.

Flint Paper
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Food Choppers
Enterprise Mfg. Co., Philadelphia.
D. Maxwell & Sons, St. Mary's.

Foot Warmers
Chicago Flexible Shaft Co., Chicago.

Forgings
Steel Co. of Canada, Limited, Hamilton.

Furnaces, see Stoves

Galvanizing
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd, Hamilton.

Galvanized Iron
W. Gilbertson & Co., Ltd., Alex. Gibb, Montreal, Agent.
Henderson & Richardson, Montreal.
John Lysaght, Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.

Gas Fixtures
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto

Glass
Hobbs Mfg. Co., London.
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg
Consolidated Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
B. & S. H. Thompson & Co., Montreal.

Glass, Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.

Glass Paper
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Glass, Wired
Hobbs Mfg. Co., London.
Toronto Plate Glass Imp. Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto

Glaziers' Diamonds
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.

Glue
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.

Grinding Machinery.
London Emery Works, London, Eng.

Grindstones
Richards-Wilcox Mfg. Co., Aurora, Ill.
American Grinder Mfg. Co., Milwaukee.

Guns
Harrington & Richardson Arms Co. Worchester, Mass.
Tobin Arms Mfg. Co., Woodstock, Ont.
C. J. Hamilton & Son, Plymouth, Mich.

Hammers
Stover Mfg. Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles
Still, J. H., Mfg. Co., St. Thomas.
W. C. Crawford Co., Tilbury.

Hardware, Metal Window.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.

Hay Unloading Tools
F. E. Myers & Bro., Ashland, Ohio.

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananoque.
Montreal Hardware Co., Montreal.
The Stanley Works, New Britain, Conn.

Hinges, Spring
Chicago Spring Butt Co., Chicago.
Standard Mfg. Co., Shelby, Ohio.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
St. Marys Wood Specialty Co., St. Marys.

Hooks
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Stover Mfg. Co., Freeport, Ill.

Hoop Iron
The Steel Co. of Canada, Ltd., Hamilton.

Hoops—Steel and Wire
Laidlaw Bale-Tie Co., Hamilton, Ont.

Horseshoes and Nails
Steel Co. of Canada, Ltd., Hamilton

Ice Cream Freezers
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

Ice Cutting Tools
North Bros. Mfg Co., Philadelphia, Pa

Iron and Steel Bars
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton
London Rolling Mill Co., London.

Iron Pipe
Steel Co. of Canada, Ltd., Hamilton.
Canada Tube & Iron Co., Montreal.

Iron Pumps
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
Red Jacket Mfg. Co., Davenport, Iowa
F. E. Myers & Bro., Ashland, Ohio.

Knife Polish
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Ladders, Step.
Otterville Mfg. Co., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.

Ladders—Shelf
Hamilton Brass Mfg. Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Lamps, Acetylene
Maple City Mfg. Co., Monmouth, Ill.

Lampblack
The L. Martin Co., New York.
Wilckes Martin Wilckes Co., New York

Lanterns
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.

Lawn Fencing
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
McGregor Banwell & Co., Walkerville
Banwell Hoxie Wire Fence Co., Hamilton.

Lawn Mowers
D. Maxwell & Sons, St. Mary's, Ont.
Supplee Hardware Co., Philadelphia
Clipper Lawn Mower Co., Dixon, Ill.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.

Lawn Swings
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Lightning Rods
Hamilton Brass Mfg. Co., Hamilton, Ont.

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools
Pink, Thos., & Co., Pembroke, Ont

Manufacturers' Agents
Gibb, Alexander, Montreal.
McIntosh, H. F., & Co., Toronto.
Western Distributors Ltd., Saskatoon.

Mantels and Grates
The Barton-Netting Co., Ltd., Windsor, Ont.

Match Boxes
Stover Mfg. Co., Freeport, Ill.

Metals
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
McKechnie Bros., Birmingham, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
Tallman Brass & Metal Co., Hamilton
Thompson, B. & S. H. & Co.,Montreal

Metal Lockers
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.
John C. Wilson, Ottawa.

Metal Stove Fronts
Canada Foundry Co., Ltd., Toronto.

Mop Holder
Theo. J. Ely Mfg. Co., Erie, Pa.

Mop Wringers
Theo J. Ely Mfg. Co., Girard, Pa.
White Mop Wringer Co., Fultonville. N.Y.

Nail Pullers
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.

Nails, Wire
Laidlaw Bale-Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. C., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton.

Oilers
Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E. T. & Co., Hamilton, Ont.

Oil Stones
Canadian Hart Wheels, Hamilton, Ont
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Oil Tanks
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont

Packing
Garlock Packing Co., Hamilton, Ont.

Paints, Oils, Varnishes
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover
Chadeloid Chemical Co., New York.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.

Perforated Sheet Metals
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton
Samuel Benjamin & Co., Toronto.
A. C. Leslie & Co., Montreal.

Pipe, Wrought Lead and Galvanized
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pliers
Henderson & Richardson, Montreal.
Smith Hardware Co., Montreal.

Poultry Netting
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Pruning Knives
International Tool Co., Detroit.

Pumps
Canada Foundry Co., Ltd., Toronto.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Red Jacket Mfg. Co., Davenport, Iowa.

Pumps, Power
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty
Brandram-Henderson Co. Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.

Rat Traps
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.

Razors
Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorker Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Kampfe Bros., New York.

Razor Blades
Schramberger, Uhrfedernfabrik, Schramberg, Germany.

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton.
Carborundum Co., Niagara Falls, N.Y.

Razor Strops
J. R. Torrey & Co., Worcester, Mass.

Registers
Jas. Stewart Mfg. Co., Woodstock, Ont.
Canadian Ferrosteel Co., Bridgeburg.

Rivets
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies
Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
Canadian Supply Co., Toronto.
Dominion Roofing Co. of Canada, Ltd., Toronto.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg.

Rope
Independent Cordage Co., Toronto.

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.

Saws
Atkins, E. C., & Co., Indianapolis, Ind.
Disston, Henry, & Sons, Philadelphia.
Drabble & Sanderson, Sheffield, Eng.
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

Scales
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Renfrew Scale Co., Renfrew, Ont.

Screen Door Sets
P. & F. Corbin, New Britain, Conn.
Stanley Works, New Britain, Conn.

Screws, Nuts, Bolts
National Acme Mfg. Co., Montreal.
Steel Co. of Canada, Limited, Hamilton.

Screws, Wood
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Hamilton.

Scythe Stones
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors
Acme Shear Co., Bridgeport, Conn.
R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
J. Wiss & Sons Co., Newark, N.J.

Shelf Boxes
Cameron & Campbell, Toronto.

Shellacs
Berry Bros., Walkerville.

Shovels and Spades
Spear & Jackson, Sheffield, Eng.

Sieves and Screens
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silverware
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.

Sporting Specialties.
Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Cavers Bros., Galt, Ont.
T. Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.
Spramotor Co., London.

Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.

Spring Hinges, Etc.
Chicago Spring Butt Co., Chicago, Ill.
Standard Mfg. Co., Shelby, Ohio.

Stains, Shingle
Berry Bros., Walkerville.

Stains, Wood
Berry Bros., Walkerville.

Staples
B. Greening Wire Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton.

Steel—High Speed
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.

Steel—Cold Rolled Strip
Morris & Bailey Steel Co., Pittsburg.

Steel Wire Hoops
Steel Co. of Canada, Ltd., Hamilton.

Stencils
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont.
Herod Machine & Stamping Co., Brantford.

Store Ladders
Hamilton Brass Mfg. Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Stoves, Furnaces
Burrow, Stewart & Milne Co., Hamilton.
Findlay Bros., Carleton Place.
Clare Bros. & Co., Preston.
Holland Furnace Co., Holland, Mich.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Picton.

Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.
McClary Mfg. Co., London, Ont.

Tacks
The Steel Co. of Canada, Ltd.,Hamilton.

Tapes
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor, Ont.

Tin Plate
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
M. & L. Samuel, Benjamin & Co., Toronto

Tools
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Armstrong Bros. Tool Co., Chicago.
Robt. Sorby & Sons, Sheffield.
Stanley Rule & Level Co., New Britain.
International Tool Co., Detroit.

Tools—Metal Workers'
Brown-Boggs Co., Hamilton.

Tool Grinders
American Grinder Mfg. Co., Milwaukee Wis.
Luther Grinder Mfg. Co., Milwaukee.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Trucks
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Renfrew Scale Co., Renfrew, Co.

Varnishes: See Paints
Berry Bros., Limited, Walkerville, Ont
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.

Ventilators
Harris, J. W., Co., Montreal.

Vises
Henderson & Richardson, Montreal.
Hollands Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.

Washing Machines, Etc.
J. H. Connor & Son., Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.

Wall Plaster
Manitoba Gypsum Co., Winnipeg.

Waffle Irons
Stover Mfg Co., Freeport, Ill.

Wagons—Children's
Wodstock Wagon Co., Woodstock.

Washers
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

White Lead
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Limited, Hamilton

Wholesale Hardware
Caverhill, Learmont & Co., Montreal
Howland, H. S., Sons & Co., Toronto
Lewis Bros. & Co., Montreal.

Window Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Guards
B. Greening Wire Co., Ltd., Hamilton

Wire Door Guards
B. Greening Wire Co., Ltd., Hamilton

Wire—Iron, Steel, Brass and Copper
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

Wire Mats
Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery
Ed Brand, 472 Moss Lane., Manchester Eng.

Wire Products
Andrews Wire Works, Watford, Ont.

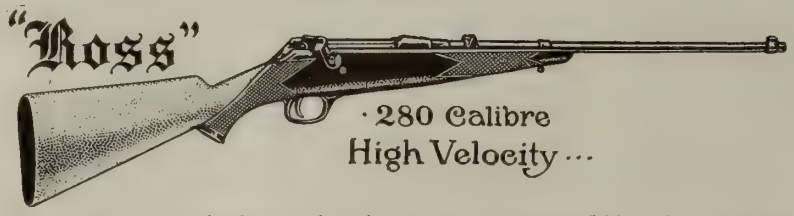
Wire Rope.
The B. Greening Wire Rope Co., Ltd. Hamilton.

Wire Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Jas. Steele Limited, Guelph, Ont.

Wood Finishes
Berry Bros., Walkerville.

Wrenches
Cochran Pipe Wrench Co.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdwe. & Tool Co., Springfield, Mass.

Raise The Percentage of Your Sales



You can sell any sportsman who needs a good rifle a "Ross .280" (High Velocity) more readily than some cheaper and perhaps more or less well known make. Moreover, every such sale means a satisfied customer, and a very nice profit for you.

It's worth your while to think over the "Ross High Velocity" proposition.

ROSS RIFLE CO. - QUEBEC

ROBERTSON SOCKET HEAD WOOD SCREWS



The hardwareman who is wide awake can make excellent profits by boosting this new wood screw.

The square hole, into which a specially made screwdriver fits, has become extremely popular with every user. With this the woodworker can do the work in less time and without danger of destroying the wood, as the screwdriver cannot slip.







We are also manufacturers of Hand Drivers, Yankee Bitt, Brace Bits, Rivets, Burrs, Washers, Nails, Wire, etc.



Write for catalogue and prices.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

TORONTO WAREHOUSE, 19 JARVIS STREET - F. J. SCHUCH, Agent

STILL'S

AXE HANDLES

Every dealer should get acquainted with STILL'S Axe Handles.

Progressive dealers all over the country are increasing their trade and profits by handling our QUICK SELLING SPECIALTY.

STILL'S AXE HANDLES REPRESENT ALL THAT IS BEST IN QUALITY OF MATERIALS, SKILLED WORKMANSHIP AND COMPLETE MANUFACTURING FACILITIES.

Meet the coming demand with a fair trial order. We assure satisfaction.

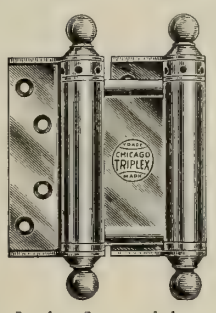
J. H. STILL MFG. CO., Ltd.

ST. THOMAS, - ONT.

CHICAGO SPRING BUTTS

TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO — TRADE C.S.B. CO. MARK — NEW YORK



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM

MANUFACTURED SOLELY BY

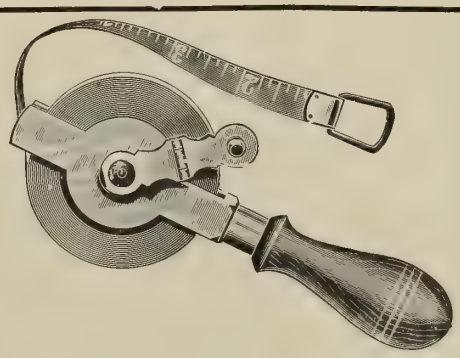
The Gutta Percha & Rubber Mfg. Co. of Toronto, Limited

Toronto Montreal Halifax Winnipeg Calgary Vancouver

MEASURING TAPES

MUST BE ACCURATE

To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.



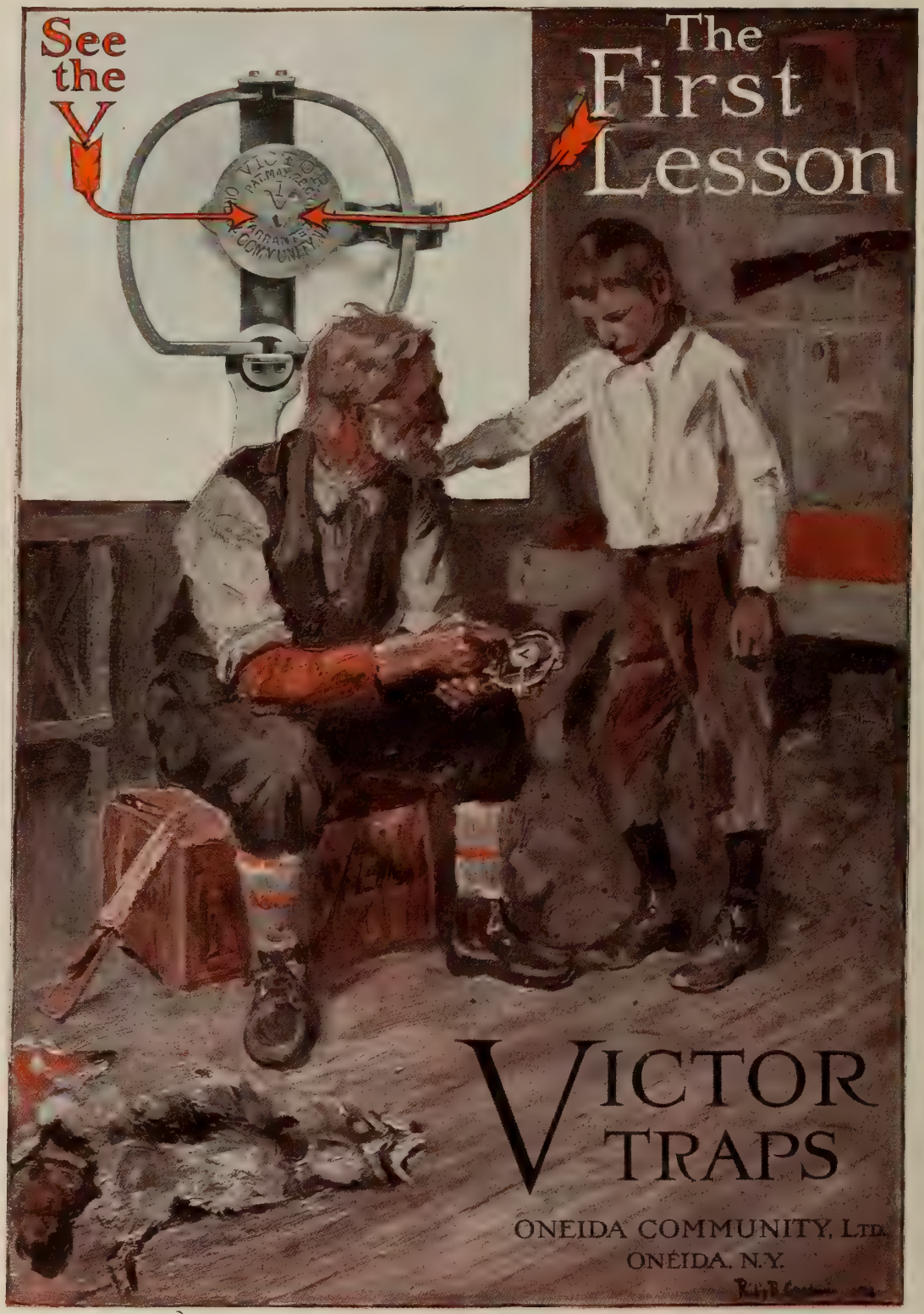
Those that bear this Trade-Mark **LUFKIN**

are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.

FOR SALE BY ALL JOBBERS.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

CATALOGUE ON REQUEST



Canadian Factory—Niagara Falls, Ont.

IN THIS ISSUE—"A PROPER SYSTEM FOR WINDOW TRIMMING."

HARDWARE AND METAL

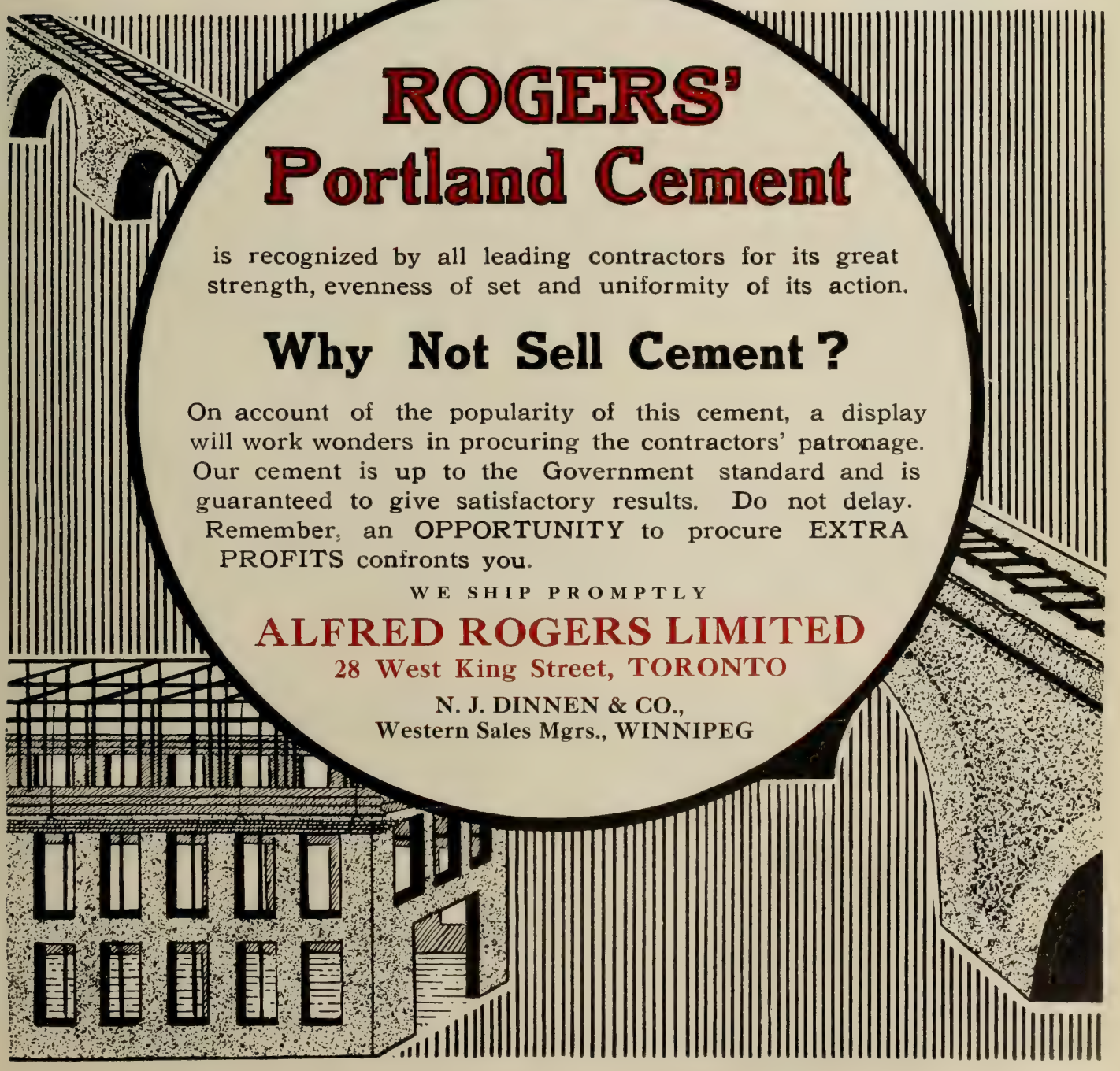
Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXIV. Publication Office: Toronto, Canada No. 33

Aug. 17, 1912

Good Profits Are Within Your Reach



ROGERS' Portland Cement

is recognized by all leading contractors for its great strength, evenness of set and uniformity of its action.

Why Not Sell Cement?

On account of the popularity of this cement, a display will work wonders in procuring the contractors' patronage. Our cement is up to the Government standard and is guaranteed to give satisfactory results. Do not delay. Remember, an OPPORTUNITY to procure EXTRA PROFITS confronts you.

WE SHIP PROMPTLY

ALFRED ROGERS LIMITED

28 West King Street, TORONTO

N. J. DINNEN & CO.,
Western Sales Mgrs., WINNIPEG

The Razor For Which Men Willingly Pay a Five Dollar Bill

With some razors you have to depend for sales on cheapness. You make but a paltry profit, and the purchasers are soon convinced that they paid quite enough for what they got.

With other razors some special selling plan is depended on—a month's free trial of the regular razor, or a trial razor at a fraction of the price asked for the regular model.

THE GILLETTE SAFETY RAZOR

easily outsells them all, and on this ground only—that it gives a REAL SHAVE—the best a man can enjoy.

No cut prices or other special inducements are needed to coax men to take home the GILLETTE. Over a million a year willingly buy it outright, and pay the full price for it.

As for trial models, no shaving device has ever been produced to sell at less than $5.00 which COULD successfully demonstrate the smooth perfection of the GILLETTE shave. Therefore we offer no trial model.

If you want a live, clean, high-class razor trade, at profitable, protected prices, and no returns or dissatisfaction—

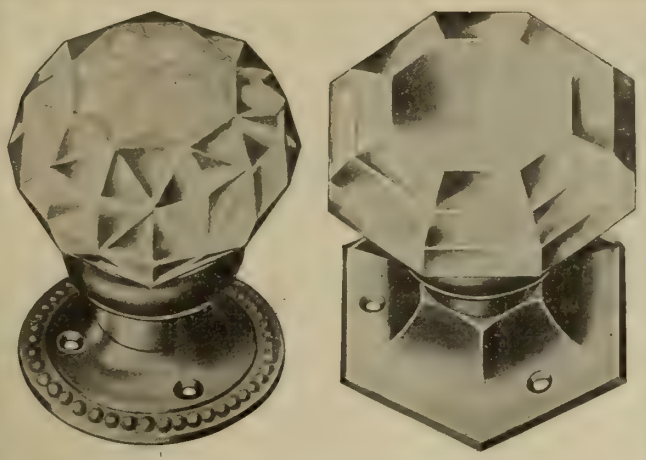
Concentrate on the GILLETTE
—it pays.



The Gillette Safety Razor Co.
of Canada, Limited

Office and Factory:
THE NEW GILLETTE BUILDING
ST. ALEXANDER STREET, MONTREAL

TRADE Gillette MARK
KNOWN THE WORLD OVER



A few of our beautiful line of

Cut Glass Knobs

HIGH-CLASS BUILDERS' HARDWARE of all kinds for high-class buildings, banks, offices, residences, etc.

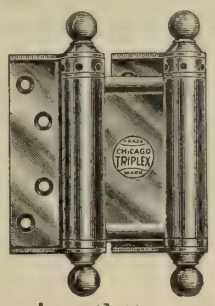
The Belleville Hardware and Lock Manufacturing Co.
LIMITED

Head Office and Factory — BELLEVILLE Canada

CHICAGO SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO — TRADE CSB CO MARK — NEW YORK

A New Line

"Yankee" Plain Screw Drivers



Strong, durable, well balanced tools, of the same high quality of material and workmanship as other "Yankee" Tools, which to-day are without equal.

The blade and ferrule are highly polished, the handle of hardwood, finished in dull black, making a handsome appearance.

Each tool is thoroughly tested and the blades positively guaranteed not to turn in the handle.

Your Jobber Will Supply You

No. 90, Standard Style, Fourteen Sizes, 2 to 30 in.

No. 95, Cabinet Style, (Slim Blade) Eleven Sizes, 2½ to 15½ in.

Made by

North Bros. Mfg. Co.

PHILADELPHIA, PA.

The "ECLIPSE" PUMPER

INCLUDES PUMP JACK AND GASOLINE ENGINE COMPLETE

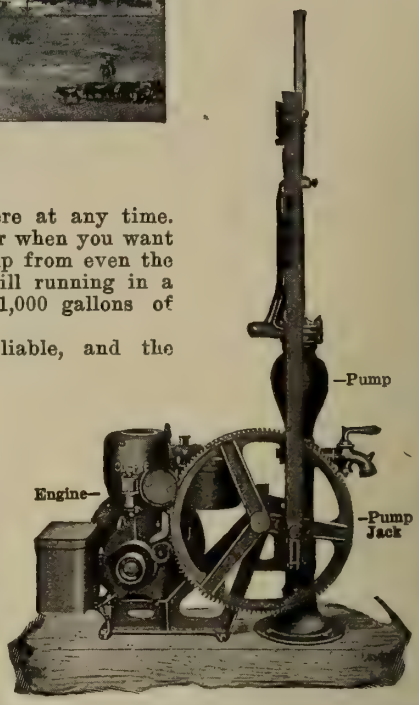


EVERY UP-TO-DATE FARMER WILL BUY ONE

There is no longer any excuse for not having a good supply of water anywhere at any time. **The Eclipse Pumper** has been designed especially for this service, to pump water when you want it to, and at small expense. It is independent of wind or weather, and will pump from even the deepest wells—in fact, it will pump as much water as a 10 or 12-foot windmill running in a 20 mile wind. It uses about one pint of gasoline per hour. Think of it, over 1,000 gallons of water pumped against a head of over 80 feet on one pint of gasoline.

This pump should be sold by every dealer—the profits are consistent and reliable, and the demand is certain to increase.

Write for full particulars. **Keep one in stock.**



The Canadian Fairbanks-Morse Co., LIMITED

MONTREAL	TORONTO	SASKATOON
ST. JOHN	WINNIPEG	VANCOUVER
OTTAWA	CALGARY	VICTORIA

S.M.P. Enamelled Tea and Coffee Pots are popular sellers everywhere



Prices on Application



Our Brands, "DIAMOND," "PEARL" and White Enamelled Wares, will satisfy the most critical patrons. Our stock is complete, and we can ship promptly.

SEND US YOUR ORDERS

The SHEET METAL PRODUCTS CO. of Canada, Limited

Successors to KEMP MANUFACTURING COMPANY

MONTREAL TORONTO WINNIPEG

PERFECTION ASH SIFTERS

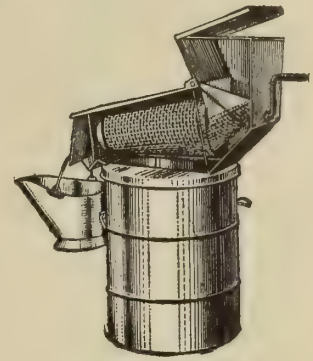
HEAVY GALVANIZED STEEL

Effect a **Great Saving** in the expense of heating, besides affording a Cleanly and Dustless means of disposing of ashes.

The Simplest, Quickest, Cleanest and most effective method of **Saving Cinders and Unburnt Coal** ever put before the people

The Removable Top Casing makes it very easy to get at the interior. The Gravity Dust Damper in the outlet prevents dust going out with coal and cinders.

The Stationary Screen in the Hopper, together with the Tapering Rotary Screen, sifts large quantities of ashes quicker and cleaner than any other sifter.



Showing Interior.

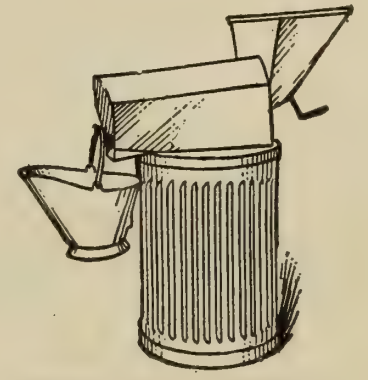
TRIUMPH ASH SIFTERS

HEAVY GALVANIZED STEEL

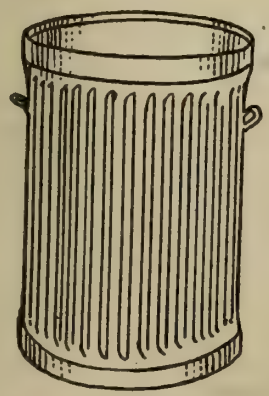
A Practical, Effective and Durable Sifter at a moderate price. Sifts Ashes Thoroughly and Quickly.

The General Construction is very much the same as the Perfection Sifter, except that it does not have the Stationary Screen in the bottom of the Cinder Chute.

Has Heavy Galvanized Steel Body and Can Cover, Double Lock Seamed, Revolving Cylinder of Heavy Galvanized Hardware Cloth, with Galvanized Steel Bands at the ends.



Shown on Can. Sold Without Can.



Sold Without Cover.

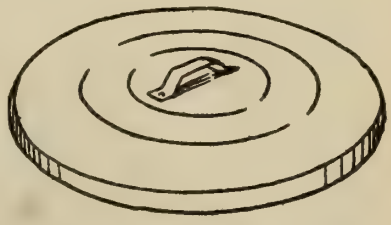
NEVER BREAK ASH or GARBAGE CANS

Extra Heavy Corrugated Galvanized Steel, with Heavy Band Riveted to Top and Bottom Rims.

Galvanized Wrought Steel, Riveted Side Handles.

Strongest and Best Ash Can on the Market.

Two Sizes: { 18 in. diameter, 25 in. high.
16¾ in. diameter, 25 in. high.



CAN OR BARREL COVER

Fits 18-inch Can or common wood barrel.

Far superior to wood cover. It laps over side of barrel, keeping out rats and insects.

INVESTIGATE THIS LINE BEFORE YOU BUY

It is now time you were preparing to buy your Fall requirements.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER



Success Lamps the Best Sellers in Canada

There's nothing fancy about them. They're just plain, solid, substantial, serviceable **lamps.** All metal, centre draft, easily wicked, easily cleaned—they're built to give **light.** And believe us, they **do.**

Success Lamps Will Bring Customers to Your Store

For they're lamps that everybody needs. Your own success depends a lot on the salability of your stock. And you can find nothing more salable.

You'll want your Fall Stock soon. Mail a postal to our Canadian office.

The Pittsburgh Lamp, Brass & Glass Co.

General Offices and Factories; PITTSBURGH, Pa., U.S.A.

Canadian Branch — PILA BRASGO — **119 Wortley Road, London, Ont.**

R. E. DAVIS, Special Representative.

DON'T base your judgment of the Angle Lamp on what you know of other oil burning lamps. It is as different as the selling policy of the Angle Manufacturing Company is different to that of other lamp manufacturers.

We are not dominated by the oil producers. The Angle Lamp saves oil—just as the Angle policy saves profits for the dealers. We do not sell Angle Lamps through jobbers. One dealer in a town has an exclusive right to sell them. Our Protective Distributor Policy keeps him free from competition.



All Styles, 1 to 8 Burners.

Let us write you about it.

Angle Manufacturing Co.
244-246 West 23rd Street, New York City

Built in the Best Way From the Best Material.

BUR-NOR

A Bur-Nor Special



No. 90 Special

Value and satisfaction considered, you cannot go astray in stocking our *Bur-Nor all Steel* Hatchet. The Blades are carefully tempered in oil, the handles are strongly reinforced, and are fifty per cent. stronger than second growth hickory. All parts are firmly riveted under tremendous pressure.

We solicit investigation before buying for fall.

Bur-Nor Hatchets Never Lose Their Heads And Their Blades Are Finely Tempered.

Get our Prices And Catalogue. To-day's the Day

Burgess-Norton Mfg. Co.
Geneva, Ill., U.S.A.



Genasco

THE TRINIDAD-LAKE-ASPHALT Ready Roofing

appeals to owners of buildings with large roof-surface as well as those of smaller buildings.

It is used on factories, warehouses, train-sheds, auditoriums, and similar buildings that take a lot of covering.

The natural asphalt makes Genasco last, and it is economical, both in first cost and last cost. This means big orders for the alert dealer.

Are you getting your share of Genasco business?

Write us for full information; then order from your jobber.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world

PHILADELPHIA

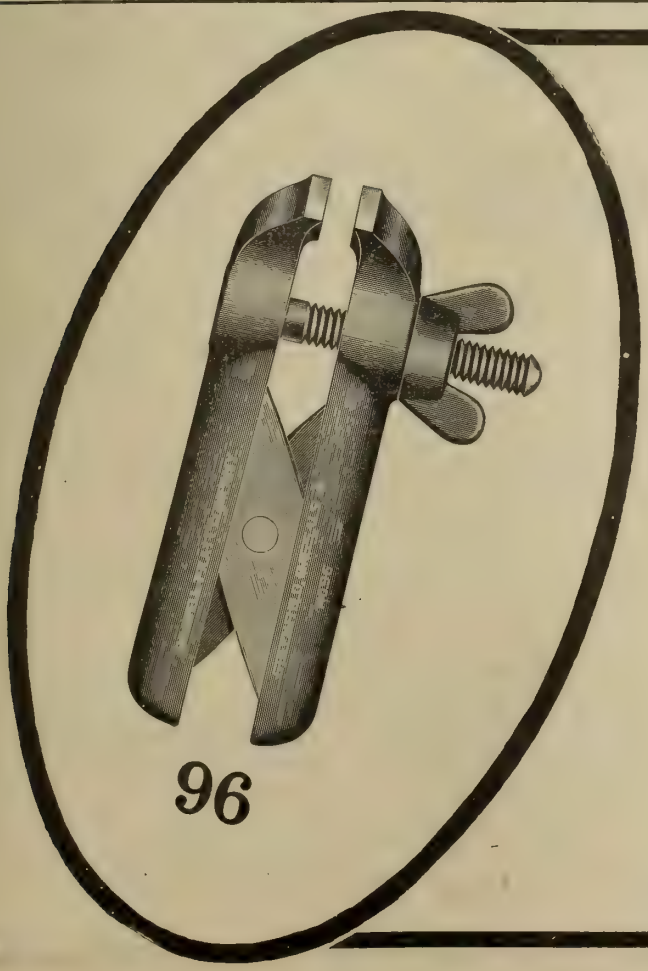
NEW YORK SAN FRANCISCO CHICAGO

The Kant-leak Kleet, for smooth surface roofings makes their application easy and sure. Prevents nail leaks. Does away with cement.



Caverhill, Learmont & Company, Distributing Agents—Montreal, Winnipeg and Vancouver. D. H. Howden & Co., Ltd., 24 York St., London, Ont.





Goodell-Pratt's

96 HAND VISE

One of the main features of this Hand Vise is its parallel jaws. No matter how far you open them, provided you don't unscrew the wing nut, you will always find the jaws parallel.

Although we show our 96 Hand Vise here, it is only one tool of the many which we make.

The line in its entirety comprises over 1,200 tools and devices, which are fully shown and described in Catalog No. 10.

SEND FOR ONE.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD MASS., U.S.A.

THE
STEEL COMPANY OF CANADA
LIMITED

Our Mills
Can Ship Immediately
From Stock

BOLTS and NUTS,
PRESSED SPIKES, STOVE
BOLTS, STOVE RODS,
TACKS, HAY BALING
WIRE

DISTRICT SALES OFFICES:
HAMILTON, TORONTO, MONTREAL, WINNIPEG

W. A. MacLennan, Vancouver, B.C.
J. B. H. Rickaby, Victoria, B.C.
H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, Halifax, N.S.



Send Us Your Letter Orders

We are justly proud of the efficiency of our Letter Order Department. Our aim is to be of real service to our customers, and this section of our organization is well equipped to handle all orders promptly. The more you use our Letter Order Service, the better service we are enabled to give you.

Send us your Orders

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

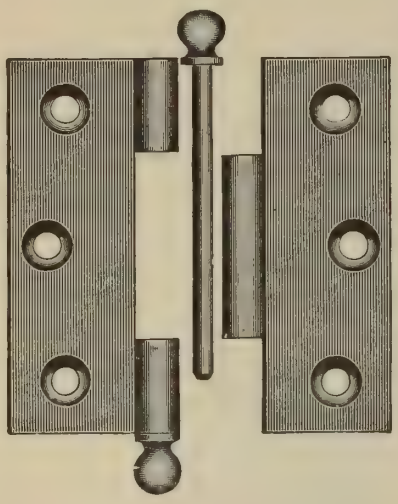
TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAMS NAILS ARE THE BEST

Crescent Brand HARDWARE



Butt Hinges Strap Hinges Tee Hinges

Barn Door Hangers Parlor Door Hangers

Trolley Hangers Hinged Hasps Shelf Brackets

Wrought Staples Rollston Pulleys

Gate Hooks Wagon Hardware Etc. Etc. Etc.

Steel Sheets Bands Bars

Rods Wire

CANADA STEEL GOODS CO., Limited

HAMILTON - - - CANADA



You May Become a Practical Window Dresser for $2.50

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one of them will bring enough extra trade to the store to pay for the book many times.

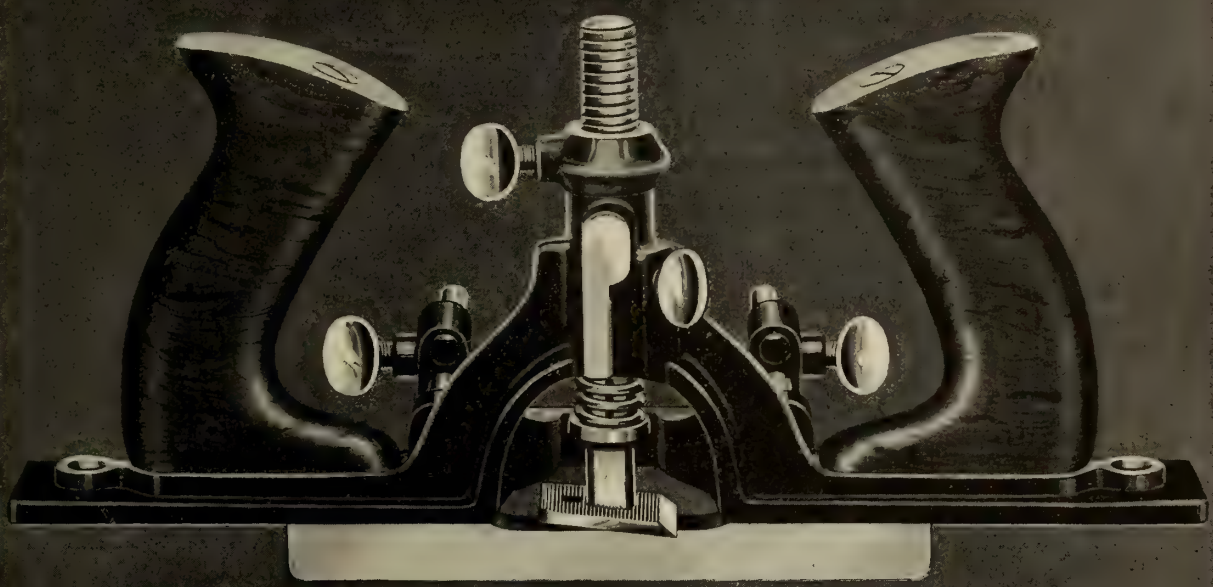
256 Pages 8x11 Inches 300 Illustrations

Price $2.50. (Payable in Advance)

Send for Descriptive Circular

Technical Books, 143-149 University Ave., Toronto

Stanley Tools





Stanley Door Trim Plane

THIS new Plane will make mortises for Butts, Face Plates, Strike Plates, Escutcheons, etc., without the use of a butt gauge or chisel. In fact it might very properly be termed a mechanical chisel. ¶ It is also a very superior Router Plane for surfacing the bottom of grooves or other depressions parallel with the general surface of the work. ¶ The Plane is japanned, has nickel plated trimmings, rosewood handles, and three forged steel cutters.

Send for Special Circular

No. 171 *Length, 11 Inches* *Weight, 3 Pounds* ***List, $2.75***

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

36 YEARS
AND GOING STRONG

Magnolia Metal commonly runs ten and fifteen years, and sometimes twenty years, but here is a record that tops them all. Estimating nine hours as an average working day, the time that the Magnolia bearings have run in the Ice Machine mentioned below is equivalent to thirty-six years service and they are still running in good condition.

THE BRYN MAWR REAL ESTATE CO.,
ENGINEER DEPARTMENT.
Bryn Mawr, Pa., May 13th, 1912.

Gentlemen:—

In answer to yours of May 8th, I wish to say that I have been using Magnolia Metal for about twenty years.

I have an Ice Machine on which the main bearings and crank pins were filled with Magnolia Metal **sixteen years** ago.

The Main bearings are still in first-class shape, but two years ago our Engineer tried to run without oil on the main crank, and we had to rebabbitt it.

This machine **runs continuously for five months** during Summer, and averages **eighteen hours a day the rest of the year.** The principal use I have made of Magnolia Metal is for bearings on Ice Machines, High Speed Engines, Air Compressors and bearings on some Pumps, and I find that it gives satisfaction wherever used.

Yours truly,
WM. SCHOCH.

SPECIAL OFFER

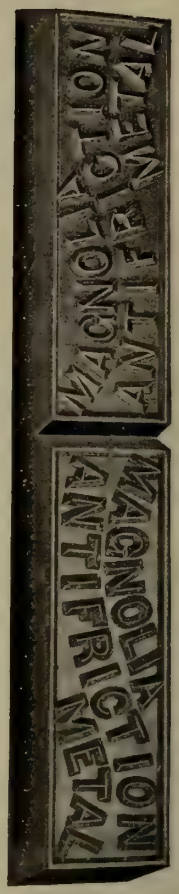
PRACTICAL ENGINEER POCKET BOOK—700 pages, over 2,000 subjects. Price 40c post paid. We import these books, in large numbers, from England, as an advertising medium, and give Engineers benefit of low price. They are highly spoken of. Address Montreal Office.

Sold by leading dealers everywhere or

MAGNOLIA METAL CO.

Office and Factory:

225 St. Ambroise St. - MONTREAL



The "RENFREW" Handy Two-Wheel TRUCK SCALE

"A Convenience and Protection for Farmers"

This is a scale that pays the dealer A VERY ATTRACTIVE PROFIT—a scale that is becoming more and more popular every day with farmers.

It is absolutely accurate and has many advantages over the common scale.

With this scale in his possession the farmer knows the exact weight of the products he is selling—he is armed against short weights.

The "RENFREW" TRUCK SCALES are GOVERNMENT TESTED and have been awarded their GOVERNMENT CERTIFICATE without question, and are backed by our WRITTEN GUARANTEE to be just as represented, and to give a long, reliable service. Capable of weighing anything from a single pound to 2000 pounds.

The "RENFREW" TRUCK SCALES are rigidly built and will stand all kinds of rough usage.

LET US SEND YOU ONE. Show it to every farmer who comes into the store, and see how many you can sell.



Write for Circulars and prices NOW.

Renfrew Scale Co.

RENFREW, ONT.

Sell GLUE in packages--it means less handling--more profit



BRANTFORD ALL AROUND GLUE

weighed and wrapped ready to hand over the counter.

NO MUSS—NO FUSS—
NO LOSS OF TIME

¼ pounds, ½ pounds, pounds. **Everybody's Glue Size**, in pounds only.

The quality is there and will be maintained.

ASK YOUR JOBBER FOR PRICES AND DISCOUNTS

PROTECT your **show-cases** by using the

BRANTFORD COIN MAT

same as cut at left in Blue and Orange.

WRITE US FOR ONE.

CANADA GLUE CO. LIMITED
BRANTFORD, ONT.

Manufacturers of Glue and Gelatine of all kinds and for all purposes.

Who seeks and will not take when once tis offered shall never find it more.
Antony and Cleopatra.



EVERY WORKMAN in our factory has absolute confidence in the Babbitt Metals we manufacture.

EVERY WORKMAN in our factory knows that nothing but the purest raw material is used, this and the knowledge that his efforts are appreciated inspires him to do his best.

EVERY WORKMAN in our factory is proud of the reputation attained by

HARRIS HEAVY PRESSURE

"The Babbitt Metal without a fault"

and of assisting to produce a Babbitt Metal which is acknowledged by all engineers as the best for all general machinery bearings.

MOST HARDWAREMEN CARRY IT IN STOCK

Do You? ***If not, write for prices***

The Canada Metal Co., Limited

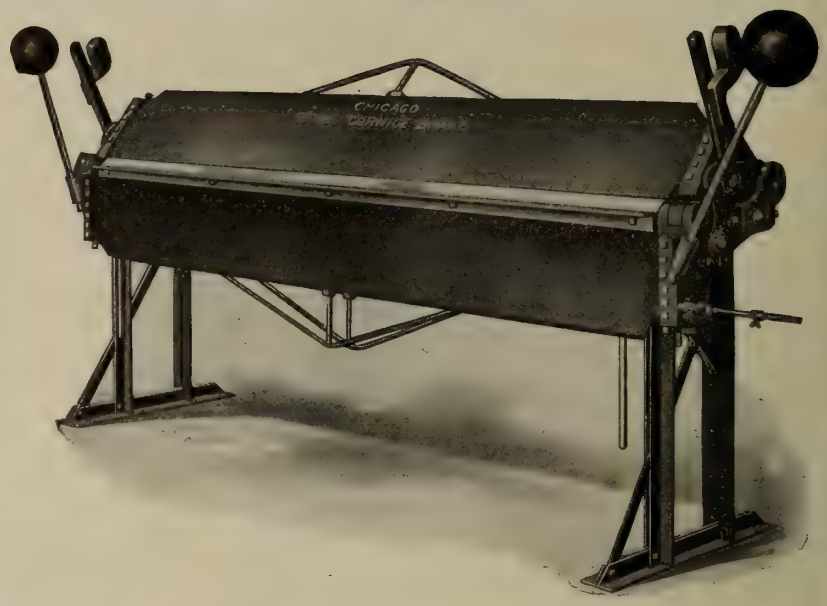
Head Office and Factory: Fraser Avenue, **TORONTO**

Branch Factories: Brennan St., MONTREAL; Chambers St., WINNIPEG

The BIG DEMAND has made it possible for us to establish plant in Canada to build the

Chicago Steel-Bending Brakes

This Brake is a Necessity to the Sheet Metal Dealer



It enables him to bend sheet metal **easily** and with an **accuracy** that cannot be obtained through hand work.

This is just the machine for the busy dealer—it will save him much time and labor.

Can be easily operated by one man — he doesn't need a helper.

Built for a large variety of work.

Write us to-day for Catalog. Full particulars and prices given.

EDWARD DREIS - Chatham, Ontario

25%
TRADE DISCOUNT
— OFF PRICE LIST "A-17" —

METAL CEILINGS & WALLS
WRITE US FOR THIS LIST
The Galt Art Metal Co., Limited (Dept "C")
GALT, ONT.

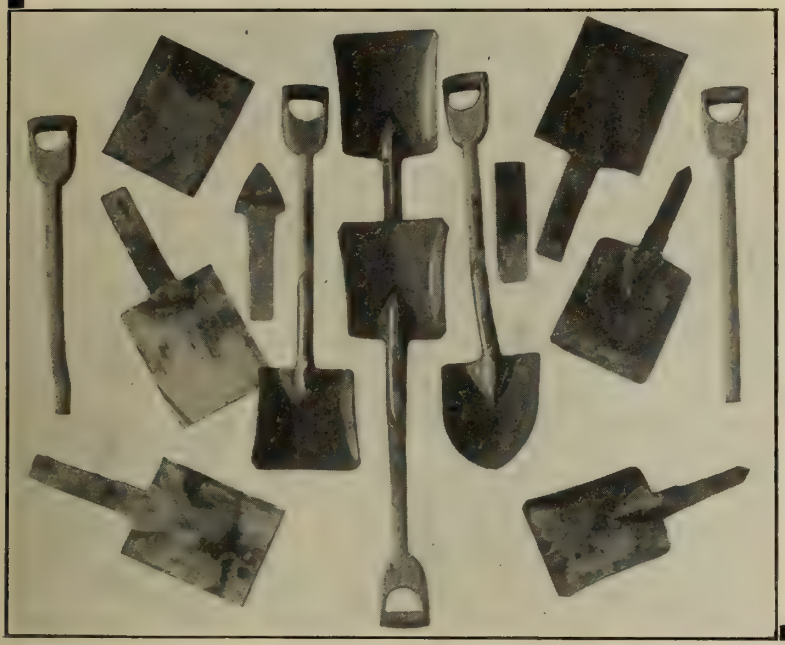
LUNDY SHOVELS

Have All The Qualities That Are Essential to Rapid Sellers

Our shovels are not experiments, but products that have been proven superior to other brands.

They are made from Open Hearth Crucible Steel. The strap is extra strong, being double ply and carefully welded. The point of the blade is never heated during the process, adding extra strength there also.

LUNDY SHOVELS IN VARIOUS STAGES OF CONSTRUCTION



Our Shovels yield a splendid profit

and are the best insurance against dissatisfied customers—they are the kind that bring larger business.

LUNDY SHOVELS are excellently finished and are very attractive.

We make three grades so as to completely meet the requirements of the trade.

If your jobber does not handle them, write us direct.

We guarantee quick shipments and complete satisfaction.

GIVE THEM A TRIAL.

The LUNDY SHOVEL AND TOOL CO., Ltd.

General Office and Works:

PETERBORO, ONTARIO

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg; Tees & Persse of Alberta, Ltd., Calgary; E. E. Crandall, Vancouver, B.C.; N. B. Misener, Toronto.

A Necessity to EVERY DEALER Who Handles Sheet Metal!

Our Combined Lever Punch and Slitting Shears

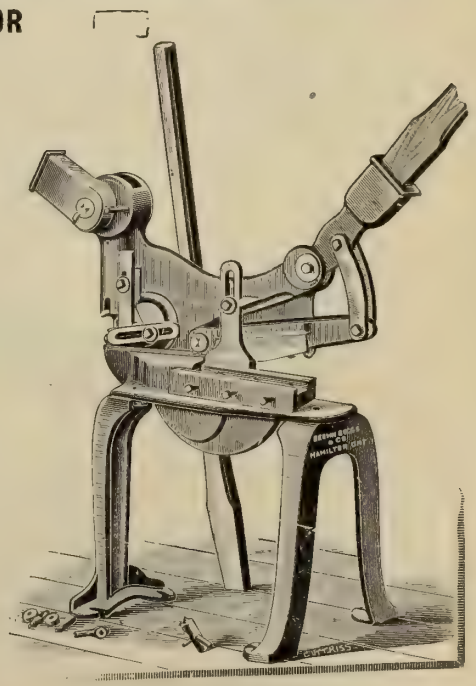
SAVE MUCH TIME AND LABOR

THIS is a machine that is constructed of the best material and made to stand years of hard service.

If you handle sheet metal and are not now using one of these machines you should install one at once. You will find it **indispensable after a trial.**

They slit any length or width of sheet required up to their capacity. Made in two sizes, viz.—Nos. 10 and 11. No. 10 will slit No. 12 gauge sheet iron, soft steel or bar iron 1/4″ x 2″ or 3/8″ round, and will punch a 5/16″ hole in 1/4″ iron or its equivalent in lighter metal.

No. 11 is the same as No. 10, only heavier and will cut No. 10 gauge sheet iron or punch a 3/8″ hole in 1/4″ iron.



Write for Full Particulars and Discounts.

The Brown-Boggs Co., Limited

HAMILTON, ONTARIO, CAN.

For Quick and Satisfactory Sales Try

"EMPIRE"

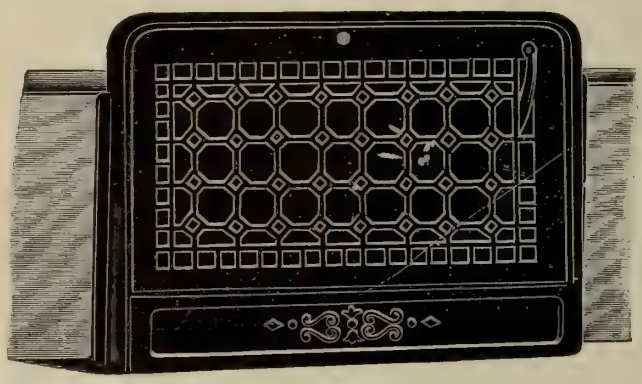
HOT AIR REGISTERS

These are two popular and very neat designs that are sure to attract those who are interested.

The "Empire Special" Register meets the demand for a register with a large opening. Has all the qualities that are required to assure the complete satisfaction of the user.



EMPIRE SPECIAL
New design, made in full sizes from 7 x 10 to 12 x 15



MOORISH DESIGN CAST REGISTER
Made in full sizes from 7 x 10 to 12 x 15

Made in Japanned, nickel-plated and oxidized

Write us to-day for full particulars, catalogue and discounts.

Others dealers are making good profits by handling this line—you can do the same. We guarantee to please you. *Do not Delay.*

THE

Canadian Heating & Ventilating Company, Limited

OWEN SOUND :: ONTARIO

Or The Canadian Heating and Ventilating Co. Branch:
521 Henry Avenue, Winnipeg, Man.

H&R ARMS CO

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

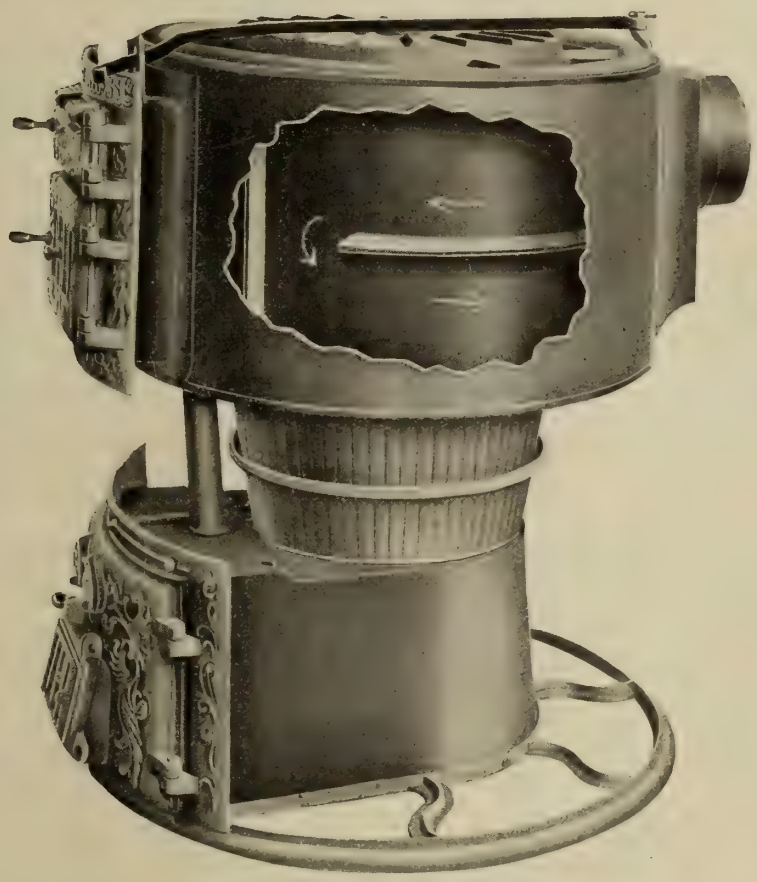
¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer, and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., 715 Park Avenue, Worcester, Mass.

The Extra Long Fire Travel of

The Pilot Success Furnace



Is one of the many quick selling features of this high grade furnace. It prevents heat from going to waste up the chimney—keeps the home comfortable at a **saving in fuel.**

The Pilot Success gives a trade winning satisfaction. **Every user is an enthusiastic advertiser.**

Write at once for full description.

The Hall Zryd Foundry Co., Ltd.

HESPELER, ONTARIO



The Quality is the Highest

Our products are made from the choicest metals, by improved machinery and by long experienced workmen. **Absolutely guaranteed** to give satisfaction.

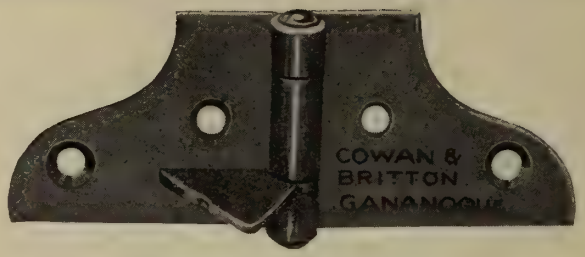
Write for samples and prices.

COWAN & BRITTON

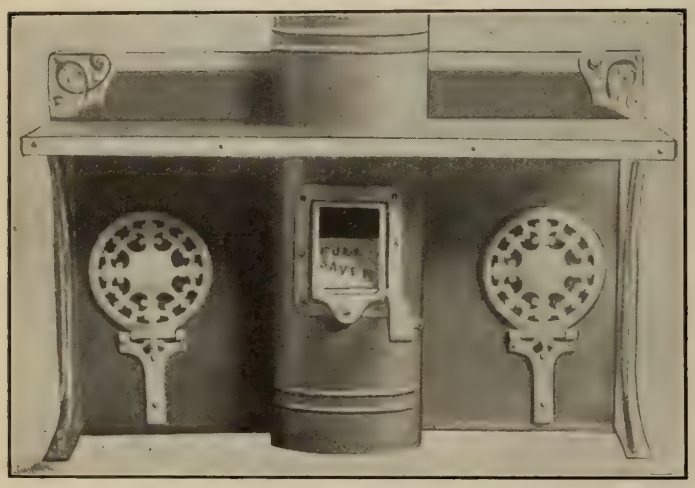
GANANOQUE, ONT.

If You Want Big Profits Sell Our Lines of

Hinges, Butts, Hasps, Etc.



WASHING MACHINE HINGE



You Can Increase Your Range Sales

by handling our lines. Besides having a fuel saving grate that is a strong selling feature, they have a

FUEL SAVER

that also saves from 15 to 25% of the fuel and makes it possible for the housekeeper to have the fire under perfect control at all times, hence no waste of fuel is incurred.

Write at once for full particulars and prices. **You cannot afford to overlook our trade-winning ranges.**

D. J. BARKER & COMPANY - Picton, Ontario



Here is YOUR Chance

to make your range department more profitable and more satisfactory.

"Happy Thought" Ranges

are known from one side of the continent to the other and recommended by every housewife who ever used them.

The **"HAPPY THOUGHT"** works equally well with coal or wood and gives a longer and more reliable service than any other.

This is not a claim, but a fact, and we can prove it.

Get a **"HAPPY THOUGHT"** Catalog at once. Each sale brings a good profit.

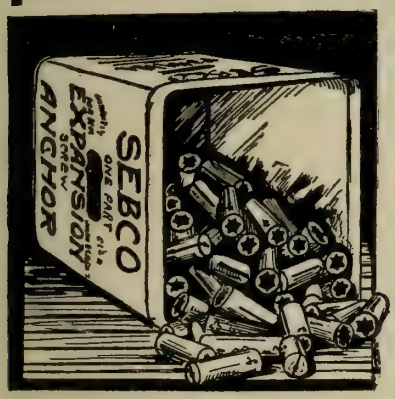
The William Buck Stove Co., Limited

Calgary Saskatoon Vancouver Brantford Montreal Winnipeg

STAR EXPANSION BOLTS

Somebody's Going To Get It —It Might As Well Be You

We are receiving inquiries every day from people who have occasion to buy Expansion Bolts---these inquiries might just as well go to you---if you could see some of the letters from Dealers thanking us for sending them business, you would not hesitate to send for our 90 day Special Dealers' Proposition. We can refer inquiries only to those who have our goods.



It's easier to sell to a man when he's in your store than it is to get him to come. We are paying to get men to come to you. Can you supply them?

Star Expansion Bolt Co.

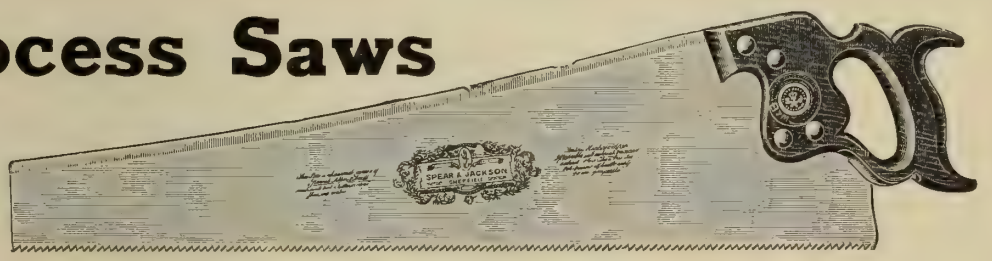
CATALOGUE DEPT. 36

147-149 Cedar Street, New York City

Bacon Bros., 377 St. Paul St., Montreal, Can.; Turner & Walker, 147 Bannatyne Ave., Winnipeg, Can.
H. F. McIntosh & Co., 28 Toronto St., Toronto, Can.

New Process Saws

GIVE RESULTS FROM WHICH YOUR STORE WILL BENEFIT



VANADIUM STEEL SAWS "DOUBLE MERMAID BRAND"

This is the best saw that it is possible to make, regardless of cost.

The New Process is very high in temper and requires sharpening less frequently than any other on the market. Our aim has always been quality and our business shows it.

The New Process Saw makes every user enthusiastic, and enthusiastic users are good advertisers for your store, as they will not only come again, but will indirectly bring you many new customers.

Let us send you full particulars.



Your Jobber Has Them **Note Our Brands** **Write To-day**

Spear & Jackson, Limited

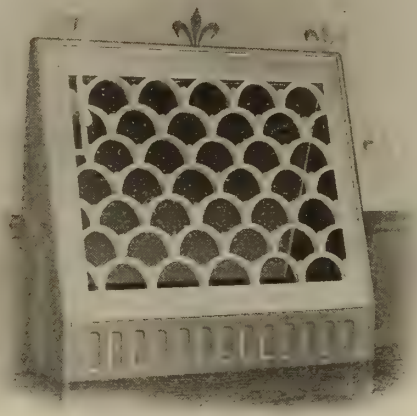
SHEFFIELD - - - ENGLAND

FRANK H. SCOTT (Canadian Agent)
Coristine Building, MONTREAL



THE DEFIANCE

THE MOST POWERFUL
REGISTER IN THE WORLD



Fits a stack head EIGHT INCHES deep, and accommodates either a 12 in. or a 14. in. supply pipe. Write for prices.

Canadian Ferrosteel Co., Limited

BRIDGEBURG, ONTARIO



No. 1186 Coal Grate

MANUFACTURED BY

The Ohio Foundry & Manufacturing Co.

STEUBENVILLE, OHIO, U.S.A.

Manufacturers of all styles of coal or gas burning fire-place goods, as well as andirons and wrought fire-place trimmings.

IMPERIAL --- STANDARD --- SCALES

400 Varieties — Accurate, Durable, Well Finished

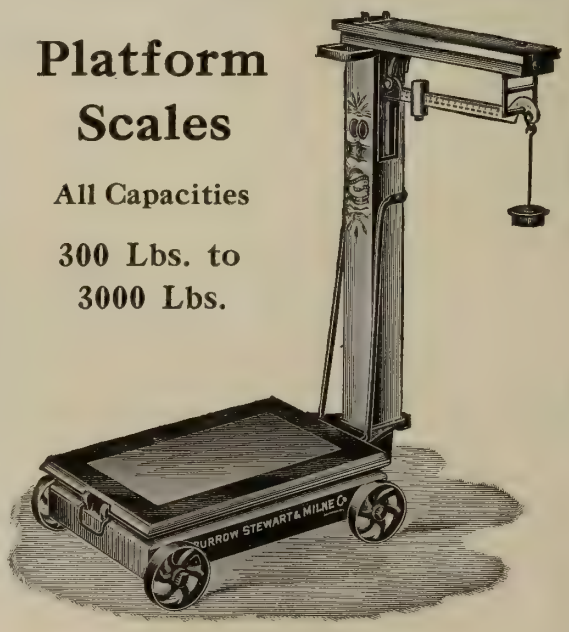
——— Send for the large 128 page catalog and prices, No. 66 ———.

Butchers' Scales
Bathroom Scales
Confectioners' Scales
Dairy Scales
Druggists' Scales
Foundry Scales
Grain Warehouse Scales
Grain Elevator Scales
Grocers' Scales
Tea Scales

Platform Scales

All Capacities

300 Lbs. to 3000 Lbs.



Letter and Postal Scales
Railway Depot Scales
Railway Track Scales
Rolling Mill Scales
Salt, Meat and Fish Scales
Stock Scales
Steelyards
Weigh Beams
Union Scales
Etc.

The Burrow, Stewart & Milne Co., Limited

HEAD OFFICE AND WORKS: HAMILTON
Offices and Warehouses at Toronto, Montreal and Winnipeg



The Hardwareman

who is not handling our

"Metallic" Ceilings and Walls

is not making as much money as he might.



How about you?

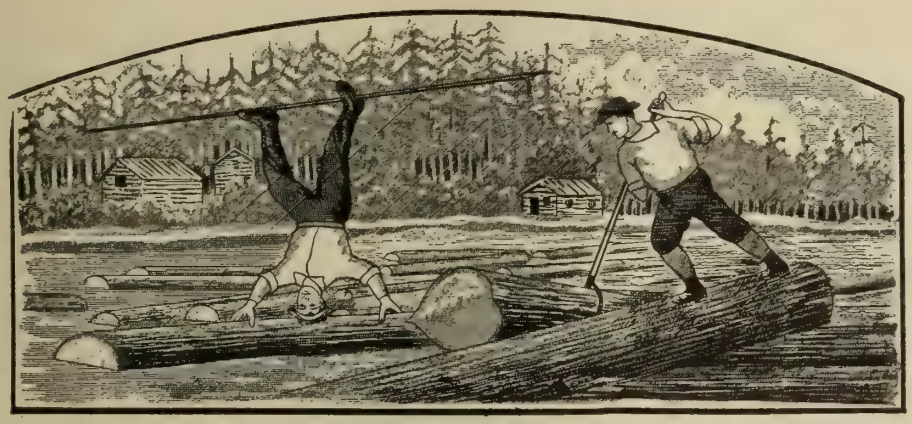
WRITE US FOR CATALOGUE AND PRICE-LIST.

There is nothing to touch "Metallic" for Kitchen Ceilings and Walls.

THE METALLIC ROOFING CO. OF CANADA, Limited

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

C 91



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools. Light and Durable.

Send for Catalogue and Price List. **Long Distance Phone No. 87.**

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thos. Pink Company, Ltd., Manufacturers of Lumber Tools

PEMBROKE, ONT.

New Process Steel Wire Trace Chains

Tie Out Chains
Halter Chains
Dog Chains
Cattle Chains

THE MOST SATISFACTORY CHAIN TO HANDLE



TIE OUT CHAINS



HALTER CHAINS



CATTLE CHAINS—Close Ring



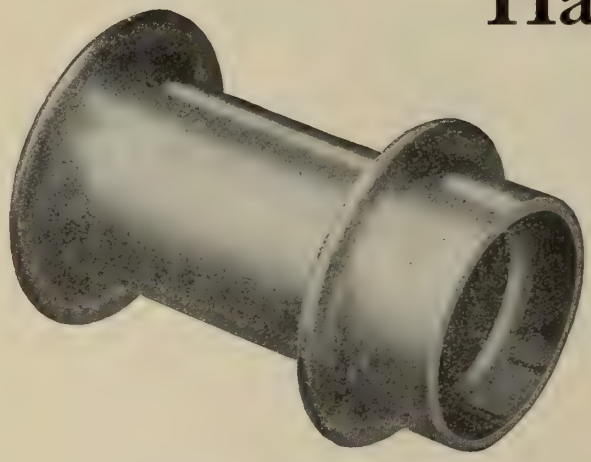
CATTLE CHAINS—Open Ring

MANUFACTURED BY

THE B. GREENING WIRE CO., Limited

HAMILTON, Ont. **MONTREAL, Que.**

Have You Work Like This?



Bicycle hub cut from a solid bar of machinery steel 2½ in. diameter.

Where a fine finish, accurate holes, and a clean cut-off is required? We will make this piece, or any other that can be made on a screw machine. Special prices on quantities of a kind, and the best service obtainable. A quotation will cost nothing. Send in your samples.

For Standard Nuts, Cap and Set Screws, etc., the NAMCO trade mark is a sign of quality. All these parts are carried in stock for immediate shipment.

The "Special Products" booklet gives customers a better idea of the Acme Quality and Service. Send for it.

NAMCO

The National-Acme Mfg. Co.

Screws, Bolts, Nuts and Special Milled Parts
Montreal: DeCourcelles & G.T.R.
ST. HENRI

NAMCO

Preston Metal Garages

have met with such favor among automobile owners that they are becoming known all over the country. In order to handle inquiries coming in we want agents all over the country.

Every auto owner is a prospect. **Write to-day for full information in regard to the agency for your territory.**

MENTION HARDWARE AND METAL

THE METAL SHINGLE & SIDING Co. LTD

PRESTON ONT. MONTREAL QUE.

You Can Sell These Machines NOW!

They're hot weather washers because they wash clothes thoroughly without any labor

They Run Themselves



In every house where running water is available there is a possible purchaser.



MADE BY

Cummer-Dowswell, Limited

HAMILTON, ONTARIO

Agents:
W. L. Haldimand & Son, MONTREAL
H. F. Moulden & Son, WINNIPEG

Hoe, Rake, Shovel,
Axe, Adze, Pick, Sledge,
Hay Fork, Manure Fork,
Peevie, Spike Maul,
Cant Hook,
Hammer

HANDLES
Of Quality

WHIFFLETREES
DOUBLETREES
NECKYOKES

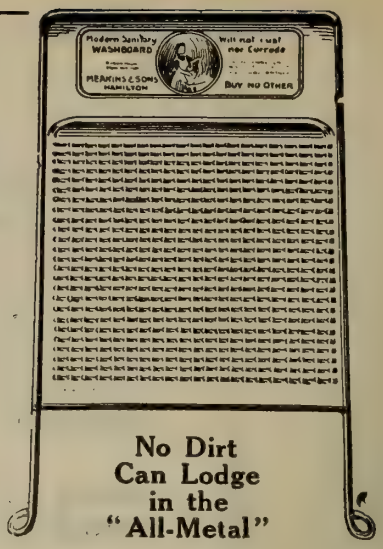
Our factory is located in the centre of the Hickory, Oak and White Ash belt of the Province of Ontario, therefore, we are in a position to secure raw materials of the very finest quality and at the lowest possible cost.

The many repeat orders which we are constantly receiving are proof positive that our goods and their profit-yielding qualities appeal to the trade.

WRITE FOR CATALOGUE
AND PRICES NOW.

W. C. CRAWFORD CO.
LIMITED
Tilbury, - - - - Ontario





No Dirt Can Lodge in the "All-Metal"

Opportunity is Before You

Your opportunity for selling washboards lies in the "all-metal" kind. The housewife is quick to see its advantages, and big sales are assured.

The Meakins' Sanitary Washboards

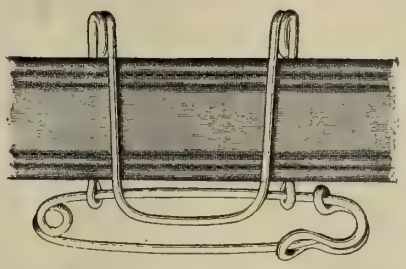
have no joints or wooden parts to catch and hold the dirt or germs, which means it is sanitary.

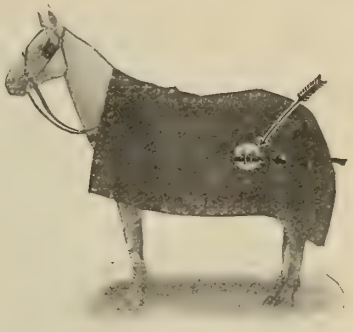
Meakins' Sanitary Washboards are built on scientific principles. They are made in one piece, and will last twice as long as the old-fashioned wooden boards. It will pay you well to stock.

MEAKINS & SONS
Hamilton, - Ontario

ELY'S DANDY SUREHOLD BLANKET FASTENER

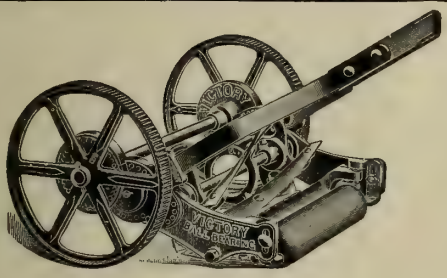






THEO. J. ELY MFG. CO.
ERIE, PA.
Sample pair sent on receipt of 10c. to cover postage

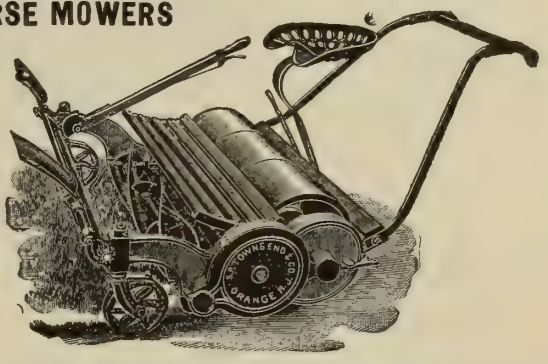
TOWNSEND MOWERS



HAND MOWERS and HORSE MOWERS

All Our Hand Mowers
Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.
ORANGE, N. J.

The Hamilton 22 CALIBER RIFLES



WHERE QUALITY, ACCURACY and DEPENDABILITY are Combined

have reached the height of mechanical perfection, being well balanced, accurate and absolutely safe.

They have few working parts, which are very simple and can be easily kept clean.

Both old and young will buy this attractive rifle on sight and you will benefit by their enthusiasm over its excellent service.

Put it in stock—give it a fair trial, and if unsatisfactory return at our expense.

GET OUR CIRCULARS AND PRICES. FOR SALE BY JOBBERS.

C. J. Hamilton & Son, Plymouth, Mich.

CORRUGATED IRON—Straight or Curved

Every sheet is stamped absolutely straight and uniform.

Conductor Pipe Eavetrough Elbows Skylights
Ridge Roll Valleys and Ventilators

WHEELER & BAIN The Quick Shippers TORONTO

THE 4 CARDINAL VIRTUES OF THE FOX FLOOR SCRAPING MACHINE

1. Simple of Construction.
2. Easy to Operate.
3. Leaves a Perfect Finish.
4. Inexpensive.

Every Fox Scraper is guaranteed to do perfect work.



Manufactured by

FOX SUPPLY CO.

112 King Street
BROOKLYN, WIS.

THE FOX FLOOR SCRAPER IS SOLD BY:—

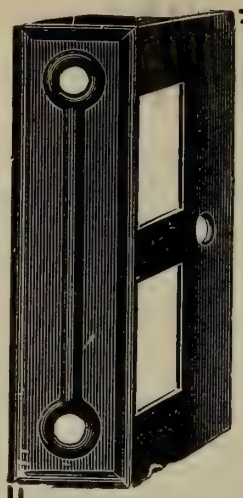
The E. Cavanagh Co., Ltd.
Montreal

The James Walker Hardware Co., Ltd.
Montreal

Durand Hardware Co.
Montreal

Frothingham & Workman, Ltd.
Montreal

Prompt deliveries will be made.
Write for Catalogue and Prices.



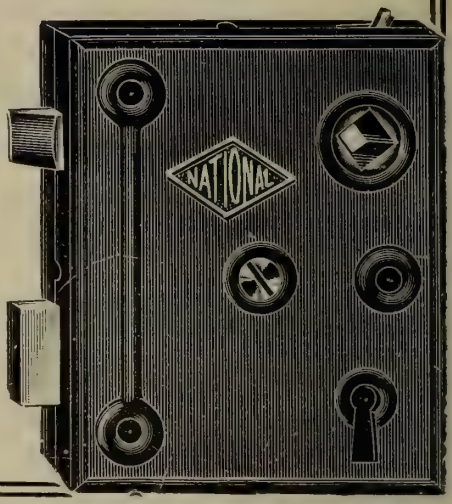
NATIONAL STEEL RIM LOCK

The *National* lock is *superior* to all others in simplicity of construction, strength, durability and quality of finish.

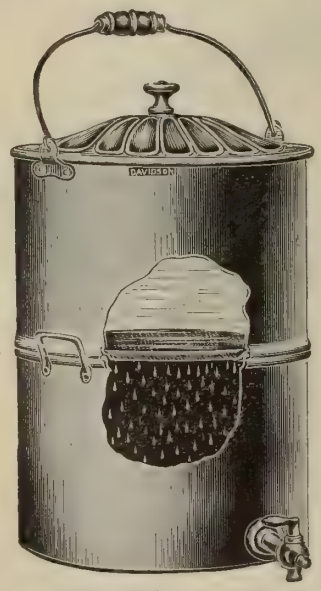
It will attract the *best hardware* buyers to your store. It will give perfect satisfaction.

The world needs a trouble saver—we have it. Let us convince you before you buy. Write for samples and prices.

National Hardware Co., Ltd.
ORILLIA, ONTARIO, CANADA



Davidson's Cleveland Filter



DIMENSIONS—11x18

Enameled Royal Blue Outside with a Snowy White Interior

CAPACITY—12 QUARTS

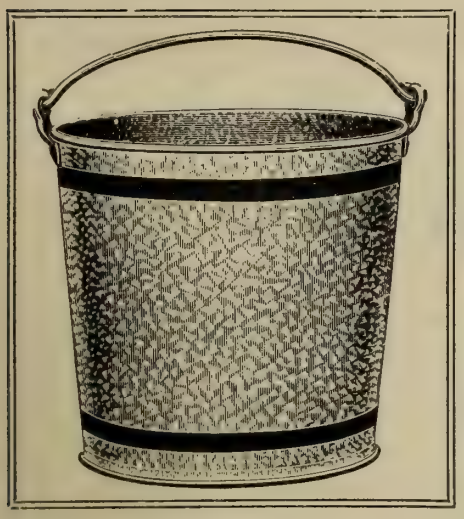
Filters through a natural stone making it impossible for the typhoid germ to get below into the drinking water. They are easy to clean and keep sanitary as all that is necessary is to scrub off the sediment collected on the top of the stone and the filter is again in perfect condition and ready for good service. The top vessel of filter is furnished with a bail handle and the base has side handles and a nickel plated faucet. New stones can easily be refitted when needed.

The Thos. Davidson Manufacturing Company, Limited

MONTREAL WINNIPEG TORONTO

THE BLUE BAND IDENTIFIES IT AS A HAMILTON BUCKET OR NIOBE PAIL

The Best on Earth



Get the right color and you will have the "WRIGHT" goods.

These Buckets and Pails are extra heavy, and suitable for use by contractors, railroads, boats, city corporations, etc.

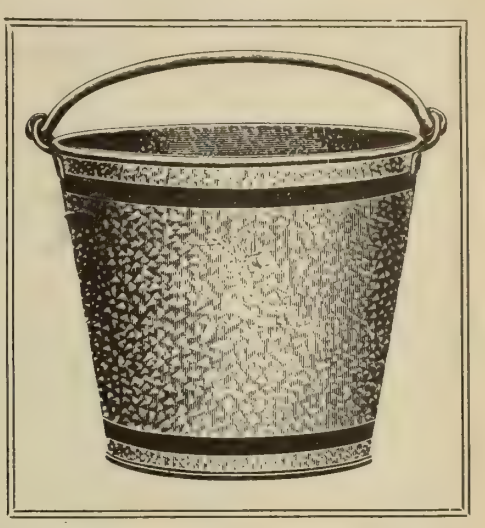
Each Pail is made from *two* blanks, thus having only *two* side seams. The bottom cannot fall out, and the pails are guaranteed not to leak.

Write us for further particulars and price.

E. T. Wright & Co.

(H. G. WRIGHT)

HAMILTON -:- -:- CANADA



CANADIAN TUBE & IRON CO., LIMITED Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR JOBBER FOR

TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

Also NIPPLES
Black and Galvanized
All Sizes.

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL, Works: Lachine Canal

MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF."

Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B.C.

Quick Action Means Business in These McClary's GRAIN SCOOPS and GRAIN BASKETS

will be in demand by your Farmer Friends—but they must get quick service—

McClary Grain Scoops are made from heavy gauge and strongly handled.

The Grain Baskets are made from heavy gauge galvanized iron—strong and lasting in quality.

Order To-day

McClary's London, Ontario

McClary's Ship Quick

Toronto Montreal London Vancouver St. John, N.B. Hamilton Winnipeg Calgary Saskatoon

BIGGEST BARGAIN EVER OFFERED IN SINGLE SHOT RIFLES

"Mauser" Model 71 Converted



Bolt Action, Caliber, 11 m-m or 43. Used but converted, GUARANTEED SATISFACTORY and almost INDESTRUCTIBLE. Length over all 39 in. Length of Barrel 20 inches. Weight 7 lbs. The Breech Block, Lock and all working parts are made of Fine Tool Steel.

This Rifle is very popular with the Officers of the German Army for target practice It is splendid for hunting Deer and Larger Game. Very handy in the bush, very strong and light in weight. A safety lever locks the Rifle, so that it cannot be fired, nor the breech block opened until the lever is released; this device makes it absolutely safe. As there is going to be a heavy demand for this rifle, we would ask every hardware dealer to order their supply early, and avoid being disappointed.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE FIRMS

YOUR HEATING CONTRACTS SHOULD BE CLOSED EARLY

THIS IS POSSIBLE WHEN YOU SPECIFY

SUNSHINE FURNACES



THEIR INSTALLATION BRINGS MORE
BUSINESS AND BIGGER PROFITS TO YOU

THE ADVICE OF OUR HEATING DEPARTMENT IS AT YOUR DISPOSAL

"McClary" on Goods is a Quality Name.

McClary's

Order from our nearest branch to-day.

Toronto, Montreal, London, Vancouver, St. John, N.B.
Hamilton, Winnipeg, Calgary, Saskatoon

J.M.T.
GLOBE VALVES

GIVE A TRADE-WINNING SATISFACTION

They have been on the market for the past 25 years. Their popularity and reputation as strictly high grade articles are universally recognized by steam users and the engineering trade throughout the Dominion. All parts are made proportionately correct in design, and all valves are **carefully tested and fully guaranteed** to give highly efficient service.

Made in three weights—STANDARD, MEDIUM J.M.T. and EXTRA HEAVY.

Send us your next order—a trial will convince you that they sell quickly at a good profit.



WRITE TO-DAY

The James Morrison Brass Mfg. Co., Limited

Manufacturers and dealers in a complete line of Plumbing and Heating Supplies.

93-97 Adelaide Street West, - TORONTO

COSMOS



ONE OF OUR MODERN DESIGNS

Particulars on Request.

P. & F. CORBIN

Division

The American Hardware Corporation

NEW BRITAIN, CONN.

P. & F. Corbin of Chicago | P. & F. Corbin of New York | P. & F. Corbin Division Philadelphia

TRADE MARK KEYSTONE BRAND REGISTERED

"As nearly perfect as you could make them"—This is what one of the largest dealers said a few days ago with reference to the polished handles on our

Klondike and Jubilee Brooms

The finest corn, high-class workmanship and a perfect handle will produce a Broom easy to sell and on which a good profit can be made.

Now is the time to order a supply.

Stevens-Hepner Co., Limited

PORT ELGIN - - ONTARIO



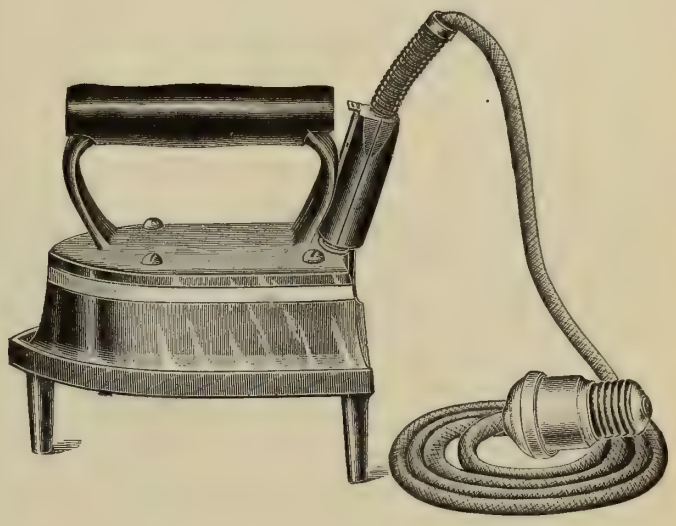
HANGING FLY CATCHERS

are more effective than any other kind.

Our **"FLYOSCOPE CATCHERS"** will secure every fly where used.

They are cleaner than swatting and more sanitary.

Only a limited supply left.



"THERMAL" ELECTRIC IRONS

The Good Iron at a Reasonable Price

Our element or heat generator is so arranged that every atom of heat serves to best advantage. Most shapely iron made. It sells easily. New everlasting plug now sent with each one.

Caverhill Learmont & Co

MONTREAL

Dominion

IMPROVED & PROVED

Ammunition

Made In Your Own Country
By Your Own Workmen

Guaranteed to be perfect in every particular

DOMINION CARTRIDGE CO., Limited

MONTREAL - QUEBEC

REMINGTON UMC

ARROW and NITRO CLUB
Steel Lined SHOT SHELLS



For Surer, Cleaner Shooting

RECOMMEND

Arrow and Nitro Club
The Speed Shells

TO YOUR CUSTOMERS

Surer, because speedier. The steel lining grips the powder charge with just the exact compression that puts every ounce of drive into the shot.

Cleaner, because the "factory loaded" pattern hasn't a hole or a "wing tip" in it.

It's safe to teach your trade to use the shells that were winners at Olympic Games, Grand American Handicap and at 15 of 18 Great National Handicaps.

For better trap and field averages advise the use of Arrow and Nitro Club Steel Lined Shells in any make of shotgun

Remington Arms-Union Metallic Cartridge Co.

299-301 Broadway, New York City

Proper System for Window Trimming

It is Essential That the Dresser ofDisplays Should Proceed Along Definite Lines—Have a Fixed Appropriation to Cover Expense—Yearly Schedules of Displays are Advisable—File All Pictures of Window Displays—Have a Work Room at the Rear.

Ever stop to consider the importance of having a system to govern your window dressing operations? It is needed in that department just as much as in any other part or department of the store. A short talk along the line of window trimming system will be of interest, therefore. It is a subject which has not been given a great deal of attention.

First and foremost, there should be an appropriation to cover all expenses. This appropriation should be made a yearly one. The window trimmer will then be in a position to purchase what supplies he requires and will be more apt to plan new ideas and arrange effective trims. An ambitious window trimmer is a great asset to any business. At the same time, the setting of a definite appropriation will limit the expense of the windows to a certain figure. This is equally important with the advantage first pointed out. Ambition and initiative are most valuable in a window dresser when combined with financial prudence.

A Regular Schedule.

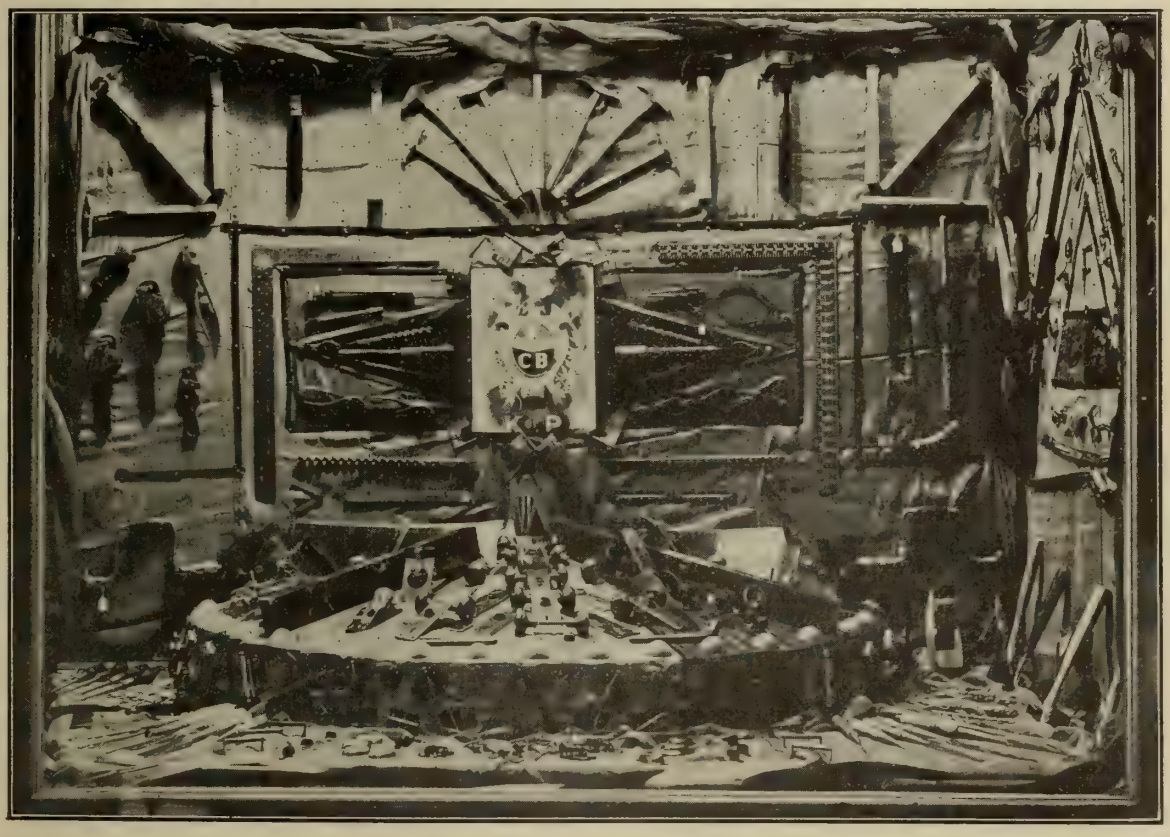
It is important that your system should cover the selection of the articles to be included in displays. All lines of goods are entitled to their share of window publicity, and it will take considerable planning on the part of the window dresser to see that all lines are featured at the proper times.

This can be accomplished by following out a simple routine plan. The index in the jobbers' catalogues will list practically every article carried in stock. Go over the list carefully and check out each article which should be used at some time during the year. Then draw up twelve lists, one for each month, putting down each article in the month when it could be displayed with best results. This schedule can be revised as occasion arises but it will provide a good working basis and will obviate the possibility of certain lines being lost sight of.

Keep Pictures on File.

The window trimmer should have a filing system of his own. His work calls for a continual succession of new ideas on the matter of arrangement of display. Even the most clever will some times run short of original ideas and the necessity then arises for something to fall back upon.

It is advisable to clip out and preserve every picture of a window display that comes to hand. There will be ideas in all of them. For instances, if all the pictures of window displays which have appeared in Hardware and Metal were carefully clipped out and filed away, the



Display of tools in the window of Sutherland and Stelck, Dauphin, Man. It was dressed by Blake Phillips.

possessor would have at his command a never-failing source of new ideas.

The filing should be done in a systematic way. Classify all pictures into groups such as tools, paint, stoves, kitchen utensils, etc. It will then be easier to turn up and find the pictures desired. To keep the pictures in good shape, it will be found advisable to paste them up in books.

Co-operate With Others.

In this connection, it may be pointed out that the window dresser should not hesitate to consult the other members of the staff and to ask their assistance and advice on all possible occasions. It is an old saying that "two heads are better than one." Some of the clerks may be able to supply just the very idea that the trimmer has been cudgeling his brains to find without result. Co-operation should be carried out in this as in all other branches of the business.

Have Work Room.

Now as to the actual work. If you can find a room upstairs, where work can be done without interruption, or a place at the rear, appropriate a certain space to correspond with the dimensions of the window. In this space you will be able to plan out displays and arrange details before ever going into the window. This is really a very important phase of successful window trimming. With a "dummy" window to work in, the trimmer can arrange more original and complete displays than would be the case if he waited until the window were cleared for action. It is impossible to go into a window and arrange a trim, knowing absolutely how it is going to come out. It is more than likely that difficulties will be encountered and, as time will be limited, the display will have to be left imperfect.

The false window space is especially important in planning displays on an extraordinary scale. Where elaborate effects are desired, it is necessary to give unusual attention to measurements and details. The writer knows a young hardwareman who started to plan and arrange a display two months before it went into the window. It was a wonderful display.

Preparing "Effects."

This false space can be used also for the preparation of panels and backgrounds. Place your background boards on boxes or kegs and finish them off with a covering of soft-finished cloth or some other suitable material. Then place and attach the articles, having care to arrange them in the form of a design. Use a ruler frequently to make sure that the articles are attached equidistant from the edge. The slightest irregularity will be noticed from the outside when the panels are in place. By preparing the background and panels in this way, absolute accuracy can be obtained, which is impossible if all the work is done in the window.

Likewise, more elaborate effects can be obtained. It is possible to arrange borders around background and panels. The hardware stock stock offers several excellent pieces of merchandise for this purpose. Rope and chain can be handled easily and fastened into many geometrical shapes; the same would apply to zigzag rules, which always make an attractive border; carpenter's chalk, fastened with long, fine nails, has also been used frequently, although it is more difficult to handle.

SUMMED UP.

Have a settled appropriation for displays.

Draw up Schedule of goods to be displayed each month.

File away all pictures of window displays in trade journals.

Seek co-operation of other members of the staff.

Have false window space at rear or upstairs in which to plan and work out each display before starting in the window.

Prepare background and panels before placing them in the window.

Never discard material. It will come in handy again.

Keeping Fixtures.

The corner thus appropriated for the use of the window trimmer will serve for the storage of fixtures. To secure best results, a certain number of fixtures are absolutely essential. Pyramids, pedestals and steps are of great assistance in preventing monotony and in bringing about original effects. They can be constructed with little or no expense. Rough lumber on pieces of packing cases will serve the purpose. As they are always covered, the crudity of construction and roughness of the material will not show.

The complaint is often heard:—"I would arrange better displays but I haven't the material to work with. That's all I have—just the empty space in the window." A clerk who once voiced that complaint in the hearing of the writer had not been doing anything for a solid half hour. It was a morning in midsummer and customers were few and far between. If he had utilized the spare time on his hands, he could have knocked together a few suitable fixtures. If he had cared to employ his spare time for a few days in that way, he would soon have had a complete equipment at his disposal.

Never Discard Material.

It does not pay to discard any material after dismantling a display, unless it is so worn that it could not be used again. Everything will come in handy afterward. By careful preservation of all material, the outlay for window displays can be kept very low.

Special Displays.

The window trimmer should keep wideawake to what is interesting the public. If he can introduce into his displays something which refers to a matter of great public interest, he is sure of attracting wide attention. Holiday trims are always successful and special celebrations should always be "played up." The display on the previous page is a good illustration of this point. It was shown in the store window of Sutherland & Stelck, Dauphin, Man., in June during the week of the Grand Lodge convention of the Knights of Pythias. Delegates from the provinces of Manitoba and Saskatchewan were in the place in large numbers and the display attracted considerable attention. The window was dressed by Blake Phillips, who won a prize in the Christmas window contest conducted last year by Hardware and Metal.

Some details with reference to the construction and arrangement of this window will be of interest. The background was five feet high, by eight feet wide. It was built of light frame work covered by plaster board. Mr. Phillips has found this material good when it is necessary to attach tools, paint brushes, etc. He sometimes uses 1-inch poultry netting with suitable covering.

The general color scheme of the display was blue, yellow and red—the colors of the Knights of Pythias. Blue was used for the background and was the predominant color throughout, the red and yellow being used for trimming. In the centre of the window was a representation of the coat of arms of the order. Narrow braid was used to cover up the edges of the centre design, thus, making the colors more distinct. The letters F. C. and B. were made with braid, horse nails being tacked over them. The letters stood out very prominently as a result, especially at night when the lights were on.

The same three colors were used in the base of the window—blue in the centre, yellow to the left and red to the right. Carpenters chalk in red, yellow and blue was also used.

Granite Ware Both Cheaper and Better

The Ninth Article in the Price Series, Explaining How Saucepans, Kettles, and Similar Granite Articles Have Actually Fallen in Price During the Past Fifteen Years Despite the Advance in Metal. The Quality of the Goods Too Has Been Improved—Changes in Size Make Comparisons Difficult.

If it is possible for a task to be at the same time pleasant and unpleasant, then the task of tracing the price changes which have come in granite ware during the past fifteen or twenty years may be so described. It is pleasant to find that the price of the various granite articles have declined rather than advanced, but it is unpleasant to find numbers and sizes have so changed that the task of comparison is made difficult—in some cases almost impossible.

It might be thought, when an article in the modern catalogues is found bearing the same number as a similar article appearing in the catalogues of fifteen years ago, that these could be considered as alike, and could therefore be compared. But such a supposition would be a mistake. Sizes have changed, and what is denoted by a certain number is not always the same as it was a decade or more ago. On the whole there has been a tendency to reduce the size of pots and pans. This appears to have resulted from United States competition. In the States contents has been described by wine measure, instead of by Imperial measure. This made a difference which Canadian manufacturers had to meet, in order that their goods, quoted by number, might appear the same as the product of their competitors from across the line. Otherwise an American line would have seemed cheaper, but would, in reality, have been smaller and possibly dearer.

Sizes Not What They Seem.

But these United States manufacturers made their products still smaller, so that a number, and the quarts or pints the article is said to contain, does not mean at all what it would seem to the unexperienced. Thus a saucepan bearing a certain number 14 years ago was explained in the catalogues as containing ¾ of a quart. The same number in the present day catalogues represents a saucepan which is actually smaller, but which is said to contain one quart.

These facts are brought out here, not to confuse the reader—for the reader is likely conversant with this somewhat strange state of affairs; or will appreciate it when it is once brought to mind—but merely to make it plain that the comparisons which are here made are fair comparisons. They are not comparisons of old and new articles bearing the same numbers, but which are yet quite dissimilar in size; but rather are comparisons of articles which are similar in size—similar indeed in everything except workmanship, wherein there has been an advance, so that granite ware of to-day is much superior to that sold in the early nineties.

In the days that are passed—that are fifteen years passed—graniteware was single coated. Now practically all the saucepans and other articles are double coated, the finish thus being made a good deal better—a good deal more enduring.

A Ten Per Cent. Decrease.

But even leaving this improvement out of the question, prices compare exceedingly favorably with those quoted in those old days. Seamless milk or rice boilers, for instance, cost fourteen years ago—reckoning on the catalogue prices, and figuring with the discount then in force—$5.40 a dozen. The milk boiler of to-day, which compares with this in everything except finish, where it is superior, can be secured for $4.86 a dozen. A decrease, as it will be seen, of something like ten per cent.

Bread pans show a somewhat smaller change. Fifteen years ago these were quoted at $12.80 a dozen, while to-day, pans of similar size, are to be purchased for $11.52. An exceedingly good reduction, especially in face of higher labor, higher rents, and a somewhat higher cost of metal.

Improvement in Style.

Tea kettles show an interesting state of affairs. Tin kettles have advanced about 15 per cent., while granite kettles show a decrease in price. Some sizes have advanced slightly, but generally there has been a decline.

The kettle that is known to the trade as No. 8., for example, was listed fifteen years ago at a figure, which, with discounts, made the selling price $8.00 a dozen. To-day the kettle of similar size is marketed at $7.20 a dozen.

But this point too must be borne in mind here. The style, as well as the finish of this kettle has been greatly changed and greatly improved. The bottom was, in those by-gone days, made out of several pieces. To-day it is one solid bit of metal. Thus it is given greater strength, and much greater lasting qualities.

More instances might be quoted. Saucepans, too, on the whole, are selling for less now than they were a score or more years ago. Some sizes show a slight advance, but that is the result of difficulties in cutting—there being perhaps more waste, owing to the new, and better, shape of the articles, than there was. But on the whole, as has been said, prices are lower.

The Explanation.

How is this the case? How can manufacturers make for less, articles for which the material costs more? How can this be done in face of a great appreciation in property values which necessitates the payment of a higher rent, or the setting aside of a larger sum to equal what might be secured for the property were it hired out instead of being used? How is cheaper selling possible when labor costs have advanced so materially?

One reason, of course, is efficiency of machinery. With the pasing years the plants have been improved. More can be done now in less time. Then the demand for the articles has greatly increased, and as everyone knows the greater the number of articles needed, the smaller will the cost per hundred be. There is a limit to that—a point at which the price will not decrease as production increases; but it has not been reached in graniteware as yet.

It is worth noting that in those lines where there has been an increase in price rather than a decrease, there has often been a falling off, rather than an increase in the demand.

But the long and short of this question is that prices have dropped, and not risen—that efficiency is the only thing which has been on the upward move.

NEW SCHEME FOR PARCELS POST.

A zone system of parcels post is provided for in a bill introduced in the Senate by Senator Bourne, chairman of the Committee on Post-offices and Post-roads. The rates are the lowest yet suggested, but the Post-office Department expresses the opinion that the system would be self-sustaining.

Eleven-pound packages are authorized, and 15 cents fixed as the charge for maximum packages in cities. For one-pound packages the rate is 5 cents, and a cent is added for each additional pound.

HARDWARE AND METAL

(ESTABLISHED 1888.)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES

Montreal - 701-702 Eastern Tp. Bk. Building. Phone Main 1255.
Toronto - - 143-149 University Avenue. Phone Main 7324.
Winnipeg - - 34 Royal Bank Building. Phone Garry 2313.
Vancouver, B.C. - - - H. Hodgson, 18 Hartney Chambers.
London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
New York R. B. Huestis, 115 Broadway, N.Y. Phone 2009 Rector
Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234.
France John F. Jones & Co., 31bis Faubourg Montmartre, Paris.

SUBSCRIPTION

Canada, $2; United States, $2.50; Great Britain and Colonies, 8s 6d; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

IMPROVE THE STORAGE FACILITIES.

A few weeks ago, Hardware and Metal called attention to the fact that it is not uncommon for western farmers to be forced to take lower than market price for their wheat, owing to the fact that the elevators are crowded in the fall. In order to get the best grades of wheat stored, it is often necessary to allow it to be stored with lower grades. The farmer pockets the loss with as good grace as he can summon; for the only alternative is a total loss on the grain.

Commenting on the information published in Hardware and Metal, a correspondent says: "I have been 'up against' some very peculiar cases where the farmer has been forced to take a very much lower price for his product than the market price. After hearing the various stories, I have come to the conclusion that what you said was more than justified. I certainly would like to see a strong case presented to the eastern manufacturers and jobbers as well as to western concerns."

The question is a serious one. In every instance where the western farmer is unable to store his grain or is compelled to do so at a low rating, a loss is created which is passed on. The dealer suffers and through him the jobber and manufacturer. In a rapidly growing country like the West, a certain amount of loss through lack of adequate facilities is inevitable but, from all reports, the condition we have pointed out has become acute in some sections.

Immediate steps should be taken to find a remedy.

PARCELS POST FIGHT IN UNITED STATES.

It seems to be conceded that a Parcels Post measure will be enacted in the United States before long. The Bourne Bill now pending has heavy support behind it and both national parties have endorsed it in their platforms.

However, the advocates of Parcels Post have finally surrendered to the long-and-short-haul argument which has been advanced for the reform of express rates. The Bourne Bill provides for a zone Parcels Post, the charge being made proportionate to the actual cost of the haul, taking into consideration the distance and the amount of handling.

The bill now pending is said to be such a mass of contradictions and impracticable conditions that it will be extremely cumbersome, if not absolutely impossible, to handle. If such proves to be the case, the bill will be a failure. As it is in the nature of an experiment, failure would probably mean the final abandonment of the project. Blessings often come in disguise.

PROPER PRICING NECESSARY.

"How much are your wheel barrows?" asked a man of a Montreal hardware dealer. He had heard that there were bargains to be secured at this store, and being connected with a hardware establishment, he went to find out.

"We have barrows at $2.50," said the proprietor.

"No," said a clerk who heard the quotation as he passed, "that is too low a price."

Upon this the dealer went away to make a few inquiries. In a minute he returned, admitted he had made a mistake, and said the price would be $4.50.

A big difference, that. The barrows, the inquirer knew, were sold at about $32.50 a dozen. So the dealer would have lost approximately 20c on every barrow he sold—lost that without any account being taken of overhead expenses. But the $4.50 charge was as incorrect the other way. With a dealer across the street selling the barrows at $3.00 this man could not hope to secure such a figure. Indeed he did not secure it, though he had sold four barrows at $2.50, the price he had first asked.

This merely is an instance of what is happening daily. Men are selling so close that there is no real profit—and not because they are making the line a leader, but apparently because they have lost track of the buying cost.

There is a dealer, for instance, who is retailing cement at 40c a bag. He has to pay 37c for this, and out of that 3c gross profit he has to pay for any bags which are injured.

Only one end awaits a man who carries on business on such lax lines. He must fail.

Pricing is an end of the business which possibly demands the closest attention. It is the work of the head men. They must figure what their competitors are doing. They must consider all expenses. They must make a profit which will enable them to add to capital. Pricing is a work to be done scientifically. No hit or miss system will do. It will miss practically every time.

SYSTEM IN WINDOW TRIMMING.

Window trimming has bcome such an important phase of retail merchandising that more attention is being paid to it than ever before. In the average store, however, interest in the subject has not yet reached the pitch where a definite system is worked out to govern the displays. Nevertheless system is needed if best results are aimed at.

Some suggestions are given in the leading article in this issue which are worthy of consideration. It is not our intention to comment here on the various points made, but we desire to place particular stress on the suggestion that the window trimmer needs assistance. No matter how fertile the imagination or how resourceful the mind, there will be times when the most skilfull will be lacking in ideas. It is always possible to learn from others. No better plan could be devised than the careful filing of all pictures in trade papers and magazines. Every picture will have a suggestion or contain a hint which may some day be utilized. Some men pride themselves on their originality and scorn to avail themselves of any assistance. Their viewpoint is narrow and they are not as likely to develop and improve in their work as are those who learn from what others are doing.

POINTED EDITORIALS.

Pricing deserves a great deal more careful consideration than it gets.

* * *

In these days it pays to meet even discourtesy with courtesy—indeed, it always did.

* * *

Only two more weeks before the fall special number of Hardware and Metal appears!

* * *

Wisdom is knowing what to do next; skill is knowing how to do it.

* * *

Rope has jumped in price again. An article dealing with the subject in the issue of August 3rd indicated that such an advance might be expected.

* * *

It is encouraging to note that Graniteware is both better and cheaper than it was fifteen years ago—and this in face of raw material advances.

* * *

Rope has advanced, but has not yet attained the average price of by-gone years. Since the supply is reduced, and cost of production high, this fact is significant.

* * *

It begins to look as though the summer of 1912 would pass without much evidence of the two commonest features of summer weather—excessive heat and a slump in trade.

* * *

The desire to kill something, an instinct hard to account for but unmistakably prevalent, will soon manifest itself. Hunting days are not far off. Got your stock of guns, ammunition and hunters' supplies ready?

* * *

Brass goods are advancing in price. This is the inevitable result of the immense advance in the sale of this ware. Brass fern pots, kettles and umbrella stands are now found in practically every city home, whereas a few years ago a brass article was a rarity.

* * *

Like Oliver Twist, the West is asking for more; only the demand is an incessant one and applies to all lines. It uses up everything that comes along and looks for fresh supplies. So large has western consumption been this year that serious shortages have been reported in a number of lines.

* * *

Reading of the reasons for the recent failure of an Old Country hardwareman, one is inclined to believe that he was the reincarnation of the inimitable Harold Skimpole. Business was a pleasant jest, money a commodity for fools to figure with, necessary but irksome to handle and impossible to keep. It is not difficult to pick out a number of lesser Skimpoles in the trade.

* * *

The word "gun" is one of the most flagrantly misused in the English language. It is used severally and indiscriminately to describe a gun, a revolver or a cannon. If a man says, "he drew a gun on me," one is left to pleasantly surmise whether the gun-man referred to pulled a revolver or a rifle or if perchance he had a cannon concealed about his person.

Clearing the Barnacles

A HARDWARE traveler tells of an incident which came to his attention recently. It has a moral, so we will repeat it.

An old established hardware business in Ontario changed hands some time ago and stock-taking was proceeded with before the new proprietor took over the premises. It was conducted most thoroughly. Every nook and cranny in the old store was turned inside out with the result that some unusual discoveries were made. Articles were found which had not seen the light of day for many a long year. Behind packing cases, on top of shelves, were goods which had been bought in the early nineties. Dust-coated, hopelessly antiquated in pattern, they were valuable only as relics of a misty commercial past. Goods were dug up from all parts of the store which the old proprietors had forgotten they ever had in stock. The retiring firm had taken stock regularly but had not been very rigid in their methods; as was amply demonstrated.

The obvious moral is that the hardware dealer must take stock regularly and thoroughly if he wants to keep his stock up-to-date and prevent losses through depreciation of goods. But it goes deeper than that.

Ever let your correspondence get ahead of you for a few days? When a man is in a hurry—and everyone more or less is on the rush these stirring and strenuous days—it is hard to resist the temptation to pile the letters up in a rack and leave them until to-morrow. To-morrow is postponed probably for a few days and by the time that stack of letters is finally taken in hand, it has become so big that it is almost impossible to catch up. Letters have the habit of accumulating. Shirk for a few days and you find yourself floundering in a morass of unanswered correspondence.

Again. Ever "keep batch" while your wife accumulating unpaid bills and a healthy tan at the sea shore? If so, you have probably fallen into the grievous error of letting the dishes collect with the intention of polishing them all up at once. Recall the uncanny and utterly incomprehensible way in which the dirty dishes increased and multiplied until they seemed to cover the kitchen table?

The same applies to everything. Give things a chance to accumulate and the results will be most astonishing. The dripping of water in a cave forms in the course of time a monster stalactite.

Now for the application of the moral that we have already hinted at. The retail merchant has to keep his business right up to the minute in every particular if he wants to reap the fullest measure of success with the smallest degree of labor and trouble. He cannot let things accumulate on him—work, stock or debts.

If he gets behind with his work, he will not be able to manage the business either satisfactorily or expeditiously. Slipshod, careless methods will creep in.

If he allows stock to accumulate on his hands, he will soon find customers thinning out rather than accumulating. Goods will become unsaleable, the general appearance of the store will suffer.

If he lets book debts accumulate, putting off the day of collection, it is only a matter of time before the sheriff steps in.

Aiming to Help Others, Helped Himself

W. F. Macpherson Started Demonstrating at Fall Fair, to Assist the Society Having This in Charge, But He Soon Found He Was Benefiting, Too—Exhibit Brings Direct and Indirect Results—Value of Keeping List of Those Interested in Display.

Written for Hardware and Metal by W. F. Macpherson, Prescott, second vice-president of the O. R. H. and S. D. A.

The primary object which induced me to arrange an exhibit at the local fall fair was to help out the society which had the affair in charge. A number of the merchants got together and decided to prepare booths, so that there would be a creditable showing in the main hall. This proved to be one of the cases where in helping others we were helping ourselves. I can speak certainly for myself, for as a direct result of the exhibits made I have received many inquiries. There is no doubt in my mind that this is a style of advertising which brings results.

It is a number of years now since our first booth was arranged. Every fall since we have had an exhibit, changing the main feature each year—thus not only giving the people something new to inspect, but making them appreciate, possibly better than they did before, that we carry a wide line of goods.

People's Memories Long.

One thing which strikes me as exceedingly strange, the longer I am in business, is the retentiveness of people's memories. They seem to bear in mind the exact place, and the exact circumstances under which they saw a certain article which appealed to them, or for which they feel a need. It is this very thing which makes fall fair exhibiting of real value. Possibly the sales made on the spot would not be large enough to justify the expenditure which the booth means—though I must say we sold a lot of electrical goods last year—but the future sales, which are at least partially due to the exhibit, make that mode of advertising profitable. Often months elapse, and then we make a sale of good size, which is directly traceable to that fall fair exhibit.

Public exhibits of this nature are in many respects similar to window displays, and are always examined by a large number of prospective buyers. In this way they are a help to merchandising. But they differ from a window in this respect, that they make possible a more direct demonstration. Questions cannot be asked and answered through a window, but they can be and are asked and answered over the counter of an exhibition booth.

Keep Clerk in Charge.

This is a side of the question which it is well to keep in mind. A good display—especially one which has some unique feature—will attract attention, and prove a good advertisement for the particular line shown, and for the store; but the value is more than doubled if a clerk is put in charge of the booth. In many cases it would not be necessary to have him in constant attendance, but the man should be there when people are crowding through the building.



W. F. Macpherson, second vice-president of the O.R.H. & S.D.A.

Such a clerk—if he be the right man—can do a great deal, not only to make the display more effective at the time, but to make it prove of greater benefit to us in the future. He can explain the goods shown, and the number of requests for such explanation is remarkable. There is no doubt whatever that many people come to fairs to learn. The young people may attend only for the grand stand performance, but a large number of the older heads come to see something new.

Handing Out Advertising.

Then we have found it wise to circulate pamphlets and advertising matter at the fair. People expect to get something when they stop in front of a booth. A great many keep what is given them, and future events prove that they carefully read the advertising matter. I always send any circulars which may have accumulated to the booth, and these the clerk passes out— using some discretion as to where he places them. This makes exceedingly good bait.

A clerk, on the spot, moreover, is able to see who are really interested in the goods shown. He knows those who make the most inquiries, who want to know the price; and he knows that these would be interested to hear more about the article. These are the prospective purchasers, and we have made it a point to keep a list of these. Here is one of the advantages in doing business in a place of only moderate size. The clerk will personally know a large number of those who pause in front of our booth. He will know others by sight; and will have little difficulty in ascertaining the names of the few with whom he is unfamiliar, but who show keen interest in the display.

Valuable Mailing List.

This list of prospects is one of the best things we get from the exhibit. It furnishes us with a mailing list which contains practically no deadwood. Every one of those people we know are interested in one or more of our lines, and letters and descriptive matter sent to them from the office will bring results. We know they will. They have in the past.

We cannot but realize that the day of the county fair is passing. People are going to the big fairs, held in the large centres. Yet the fall fair is still a power in the town and country. It may be small in comparison with the few really large exhibitions, but it means more to the retail merchant than do these large exhibits. The number of people gathered there is small comparatively, but all who do attend are residents of the district in which the retailer does his business. They are all buyers, and it is well worth while to cultivate their acquaintance; to impress them with the high quality of the goods you carry; and to take steps to secure their enquiries.

THE CEMENT SITUATION.

Montreal, Aug. 14.—F. P. Jones, general manager of the Canada Cement Co., who has just returned from a tour of the West, gives an optimistic view of the cement trade in Western Canada.

He states that every dealer is well supplied with cement, and there are large quantities in stock at Calgary, Exshaw, Fort William, and Port Arthur waiting for orders.

Meeting Difficulties of the Tin Shop

Thos. Griffin of Arnprior Has Found One Great Trouble With This Department —He Has Overcome This and is Reaping Great Benefits From This Part of His Business.

Often it is said of the tin shop, that while it is good in some respects—while it helps the hardware department in many ways—it is an expensive luxury. Now there is good reason to believe that it is a luxury which more than pays for itself; but despite this there is no use shutting one's eyes to the difficulties which a tin shop does present. Rather it is better to face these difficulties, and to discuss how these have been overcome, and to plan how they may be still more discounted.

Thos. Griffin, of Griffin and Brennan, Arnprior, is a believer in the tin shop. He feels sure that it helps the hardware business, and that, taken separately, it earns good money. Nevertheless Mr. Griffin admits that the tin shop does present difficulties, and the greatest of these, he considers, relates to the workmen. Not that these are hard to secure—though this is often the case—but rather that there is so much time between jobs, during which the men's wages go steadily on.

What of the Slack Times?

In a place of moderate size, at least, that between-job-time cannot be prevented. It is doubtful if it can be entirely avoided in large cities, but in towns of average size there are bound to be such quiet periods. What is to be done then, to keep the expenditure in such seasons from more than eating up the profits which are made on the various jobs?

Well one thing, as Mr. Griffin tells it, is to remember those slack seasons when figuring on a job. The profit secured from that job has got to do something toward offsetting the expenses in the slack times.

But there is another way of providing for the expenses of the tin shop during the quiet days. The men, though not working on any outside job, yet need not be idle. They can be kept busy on pails and stove pipe. Of course there is a slight objection to this—for this is the work set aside for the long period of winter inactivity—nevertheless work on pails at any time is hardly work wasted. A good stock is always needed, and never is there much trouble disposing of these. At present, for instance, a trade with the lumbermen is starting. They want these hand made pails. They have found them serviceable and they are willing to pay a good price for them. To this class of buyer alone Mr. Griffith disposes of a good part of his men's mid-job work.

Where Big Profits Come.

But this is just a way of providing for the expenses and making a fair profit. The big profit comes from the jobs, and from what the jobs mean. Mr. Griffin, for instance, declares that one of the greatest benefits his firm derives from their tin-shop is by reason of the assistance it gives in selling stoves.

"Stoves, with us, are never altogether quiet," remarked Mr. Griffin, in speaking of this subject. "We sell them in summer and winter, and I know that our tin shop helps us to achieve this result. Our men, working on various buildings, learn where stoves are needed. When we oversee the work we find this out, and we speak of our stoves. Thus are people interested. Then people know we are accustomed to put up stove pipes, and to do similar work. Perhaps we have served them in that way, and as a result they naturally think of us when they think of stoves.

"We always install our stoves. I believe it is the right way. If people put them up themselves the stove may not work properly, and then the stove is held responsible—also the firm that sold it.

Helps Sale of Roofing.

Roofing is a large and growing business to-day, and this, Mr. Griffin states, is helped by the operation of a tin department. Galvanized roofs, of course, could hardly be handled by men who are not prepared to put them on. But the sale of other roofings too is helped by the tin-shop. People come to know that such-and-such a firm did the work on such-and-such a roof—news of this style travels fast in moderate sized places. They therefore come to think of this firm whenever they think of a roof. When they feel the need of one themselves they naturally consult this dealer, no matter what particular style of roof is wanted. It is then for the dealer to suggest the material which he thinks best for the particular building. The sale will be his.

Soya Bean Oil and Efficient Driers

At the annual convention of the Canadian Association of Master Painters held at Gananoque, a report of which has already appeared in Hardware and Metal, an address on soya bean oil was delivered by Henry A. Gardner, of the American Institute of Industrial Research. Some extracts from his paper will be found of considerable interest to hardwaremen.

Of the various oils which have been under test as constituents of paint vehicles, one of the most important and interesting is that which is crushed from the soya bean. Many investigators are working upon problems connected with its use, and we may soon expect to gain a degree of knowledge of its value and limitations, equal to that which we now possess regarding linseed oil. The writer wishes to state that he is not in a position to give out at the present time any definite information regarding the durability of soya oil as compared to linseed oil. Such information will, however, be available within a year or so.

According to Piper, the soya plant has been grown with success in nearly any part of that region which is bounded in the north by the state of Pennsylvania, in the east by the Atlantic ocean, in the west by the Missouri river, and in the south by a line one hundred miles north of the gulf. The writer is inclined to believe, however, that soya beans may be profitably raised in nearly every part of the country. Experiments are under way at the present time to determine whether this is true. The resistance which the soya plant offers to excessive moisture and drought, seems to be only secondary to its properties as a nitrogen gathering plant. After its introduction into the soil, the plant becomes naturally inoculated with a form of bacteria which produces root nodules which have the property of carrying into the ground nitrogen compounds from the air, thus greatly enriching the soil.

The great consumption of cottonseed oil for the production of food products has caused the cottonseed crusher to look to some other oil to make up for the deficiency of cottonseed oil which has at times been threatened. Soya oil has naturally been proposed for this purpose, and between seasons there have been crushed many tons of soya beans, in various southern states. The farmer is therefore already aware of the value of the soya plant.

Complete Course of Sheet Metal Work

By L. W. KOSER

In prob. 31 we show the method of developing the patterns for an elliptical shaped article.

First draw the outside elliptical line by the method shown in example 4. Then the base line A-B of Fig. 2. Then the vertical center line C-D high enough to give the desired pitch to the sides of the vessel.

Then draw a line from A to D and from B to D.

Draw the line S-R the desired distance above the base line A-B, or the height it is desired to make the vessel.

Then the outline A-B-S-R represents the elevation of the article.

Now in drawing the patterns for an elliptical article by this method, we assume that it is simply two cones of different heights, for instance, the sides having the large curve are considered as two parts of a large cone, and the sides having the small curve are considered as two parts of a small cone.

We now have the plan and elevation, the plan shows the measurements of the top and bottom, and the elevation shows the pitch of the sides.

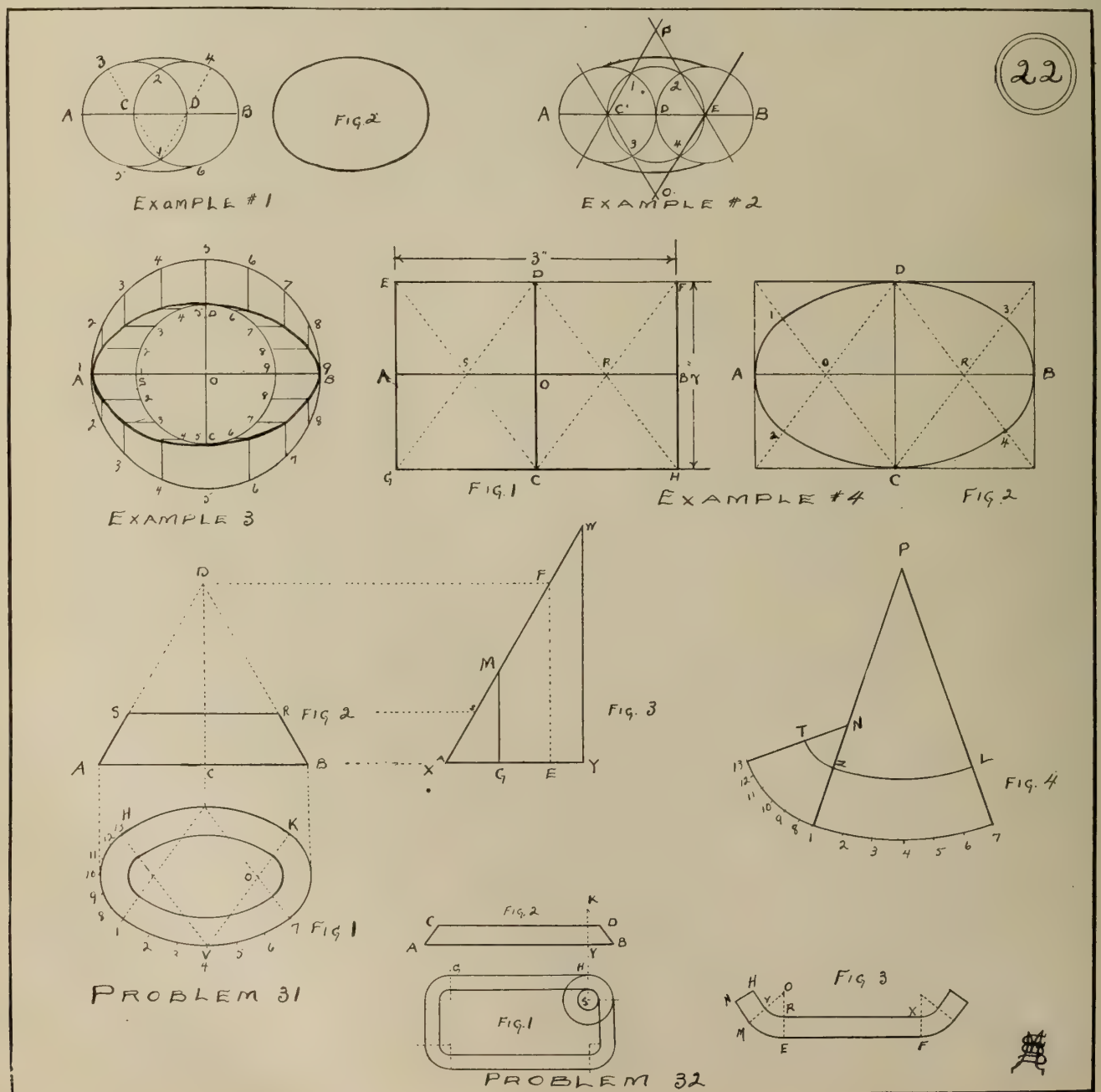
What we want to get now is the radius for drawing the patterns for the sides and ends.

We then construct a diagram as shown by Fig. 3, in the following manner: Draw the base line X-Y of Fig. 3 equal to the diagonal line K-V of Fig. 1. Then project a vertical line from Y as Y-W.

We now want to draw the slanting side the same pitch or slant as shown on the elevation Fig. 2, so we place one point of the dividers at C Fig. 2, and the other point at A, and with the dividers thus set we transfer this distance to the line X-Y of Fig. 3 as shown by the space from X to E.

Then project a vertical line from E as E-F, making it equal to the line C-D of Fig. 2. Then carry a line from X through the point F and continue it until it meets the line Y-W.

Then the space from W to X would be



the radius for drawing the pattern for a cone having the same slant and curve as the sides of the ellipse.

Let us now develop the pattern for the large side of the ellipse prob. 31. Set the point of the compass at W and the lead at X, and with any convenient point as centre as P, describe an arc.

Lay off on this arc the stretchout of one side of Fig. 1 as from 1 to 7. Draw lines from 1 and 7 into the point P. This gives us the bottom line of our pattern.

Now set off the distance A-S of Fig. 2 on the line 1-P, as 1-Z. Then with P as centre and the lead at Z swing the arc Z-L. This completes the side of the pattern; the opposite side would be the same.

We now want to get the radius for the small ends.

We therefore transfer the space K-O of Fig. 1 to the line X-Y of Fig. 3, as shown by the space X-G. Then project a vertical line up until it meets the slant line, as shown by G-M.

Then M-X is the radius for drawing the patterns for the small ends. Place the point of the compass at M and the lead at X. Then with the lead placed at 1 Fig. 4, and the point on the line 1-P, describe an arc and lay off on this the stretchout of the end of Fig. 1 as from 1 to 13, and draw a line from the point 13 to the point N.

Set the point at N and the lead at Z and describe an arc Z-T. Thus completing the pattern; allow for flanges.

Hardware Letter Box

Coopers' Stoves.

W. W. Rockwell, Kentville, N.S. — "Will you kindly advise me as to names of firms making stoves for coopers' use?

Brown, Boggs Co., Ltd., Hamilton, Ont.—Ed.

Alaska Freezers.

W. Bourque, Sherbrooke, Que. — "Kindly let me know who manufactures the Alaska Freezer."

Alaska Freezer Co., Winchendon, Mass., U.S.A.—Ed.

Elevators.

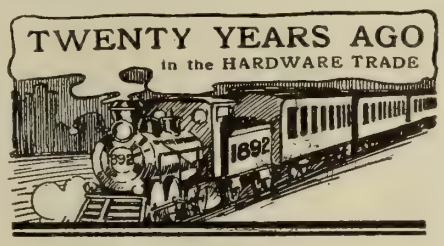
Jas. MacKay & Co., Ingersoll, Ont.— "Will you kindly give us names of Canadian Manufacturers of elevators?"

Otis Fensom Elevator Co., Toronto; Turnbull Elevator Co., Toronto.—Ed.

Helical Springs.

Royal Spring & Bedding Co., Ltd., Guelph, Ont.—"Can you supply us with a copy of Wire & Spring Journal? We wish to get into communication with Canadian and American Helical Spring manufacturers."

We do not know of any such paper published. The Morgan Spring Co., Worcester, Mass., manufacture these springs.—Ed.



The following items were taken from the issue of August 20, 1892:—

"Robt. Munro, the managing director of the Canada Paint Co., left yesterday for the east. No decisive action has yet been taken by the city council with regard to his offer to establish a branch here.—Vancouver News-Advertiser.

Editor's Note.—Mr. Munro remained as head of the Canada Paint Co. until last year when the company was merged into the Sherwin-Williams Co., of Canada.

* * *

"Glendinning & Son, stove manufacturers, who were burnt out lately, are asking the town of St. Henry for a bonus of $40,000, in ground suitable to erect their factory upon."

Editor's Note.—The firm of Glendinning & Son, have been out of business for some years now.

* * *

"John S. Moir, hardware merchant, Arnprior, though a young man, takes as kindly and systematically to business as a duck does to water. All the ingenious models and devices to be seen in his store for conveniently handling and making a conspicuous showing of goods, illustrate the kind of business man he is."

Editor's Note.—Mr. Moir is still engaged in business and has been showing the same kind of energy and initiative right along. In the early part of the present year, a sketch of Mr. Moir appeared in Hardware and Metal, telling of his energy in taking up and pushing new lines.

* * *

"T. J. Trapp & Co., hardware-merchants, New Westminster, B. C., have dissolved, T. J. Trapp continuing."

Editor's Note.—Mr. Trapp is still in business and is one of the most widely known hardwaremen on the coast. He recently completed an extended tour through Canada and the United States.

AN ESTIMATE OF THE DEMAND.

Winnipeg, Aug. 3.—Careful computations indicate that 120,000,000 pounds of binder twine will be required for the garnering in the crops of Minnesota, the Dakotas and the Canadian North-west. It is estimated the following amounts will be required by affected provinces and states:

	Pounds.
Minnesota	25,000,000
North Dakota	30,000,000
South Dakota	12,000,000
Manitoba	12,000,000
Saskatchewan	25,000,000
Alberta	16,000,000
Total	120,000,000

ZINC IN BRITISH COLUMBIA.

Advices from United States Consul General David F. Wilber at Vancouver, state that according to the provincial mineralogist the smaller output of zinc in 1911 than in 1910 was due to the absence of transportation facilities on the Kaslo and Slocan Railway. About six miles of track destroyed by forest fires in the summer of 1910 were not reconstructed last year. No zinc concentrate was produced by the Slocan Star mill.

There are three mills in Four Mile camp, Slocan Lake, equipped for pro ducing a zinc as well as a lead concentrate, namely, the Van Roi, Silverton mines, and Standard. Of these, the Van Roi produced in 1911 concentrates containing more than 2,000,000 pounds of zinc, and the Silverton mines a much smaller quantity.

WIDE USE OF ARSENIC.

The production of white arsenic in the United States in 1911 was 3,132 tons, valued at $73,408, against 1,497 tons, valued at $52,305, in 1910, according to a report on arsenic by Frank L. Hess, just issued by the United States Geological Survey. The arsenic was obtained as a by-product of smelting operations. This output is much the largest ever made in this country, but owing to the low price and the distance of the smelters from New York, the freight charges absorbed a large proportion of the profit.

During the year 4,996 tons of white arsenic, metallic arsenic, and arsenic sulphides, valued at $247,323, were imported. Of this amount 1,921 tons was white arsenic, with a value of $116,948. In addition 126,191 pounds of Paris green and London purple, valued at $4,972, were imported. The total production and importation of 1911 of arsenic and all arsenic compounds amounted to 16,256,000 pounds.

Lesson 19--Course in Card Writing

Illustrating the Practical Use of Brush Outline Script, Introducing the Striped Effect in Making Fancy Cards.

By J. C. Edwards. Copyright Canada, 1911.

To be fair with the student in card-writing, we do not recommend the script lettering for ordinary cards. In the first place, it is too fine-lined to be easily read at a distance; in fact, a few feet away renders it almost unintelligible, only the wide strokes showing. Then, another point that favors the heavier type letter more than the fine scrip is the fact that the script does not lend itself to larger writing where a whole sentence or paragraph is required, as the more broken up it is the less readable it becomes, and it even becomes unsightly.

Script a Graceful Letter.

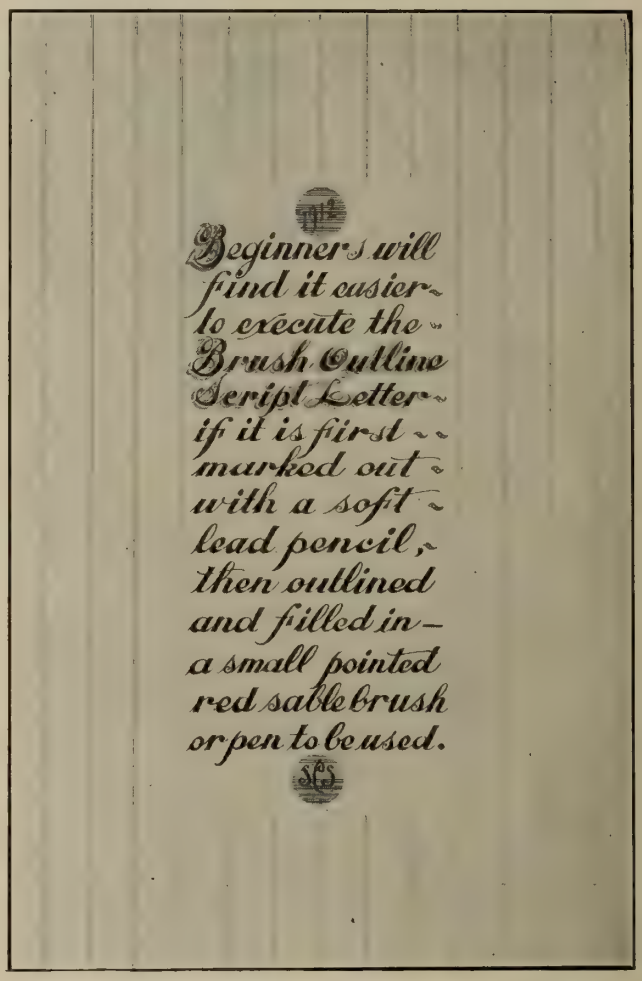
However, the script, when gracefully written, may be used to advantage in many cases, and is quite desirable for a change for special style and exclusive window cards. To execute the script well, it requires a great deal of practice to get a nice flowing effect. The proper slant, too, is very essential, and the more practice given the more graceful and easy will be the execution.

Heavier Stroke for Cardwriting.

The script usually taught and often used in card work is decidedly too light in the stroke, and should not be used, except for very fine window displays such as for jewelry, etc. We contend that any letter that cannot be read easily the width of a sidewalk is too light, and not at all in good form with merchandizing ideas of to-day. Of course, pretty much the same formation is used in all script letters, the difference being in the heavy or shaded strokes, and even the fine lines may vary to a degree.

Though in some cases the letters do no really join, yet they are given that appearance which is absolutely imperative, otherwise the words would be broken up, resulting disastrously to the reading of the inscription.

Practice the various strokes found throughout the lesson—strokes such as No. 1 of "A," No. 3 of "B," No. 1 of "E," and so on, until you become thoroughly acquainted with them. Then, learn to associate the various strokes and arrange them so as to give the proper slant to the completed letter; for instance, take the letters "F" and "T" (the strokes are practically the same in these two with an addition in the "F"). Try the various effects that changing the strokes on these letters have, and end up by making them right as shown in the plate.



The lined effect applied to the entire face of the card.

Practice Making Circles.

Take your fine pointed brush (a red sable rigger) and fill with ink, thinned so it flows readily, but not too easily, and practice making scrolls and circles, half moons, crescents, cymas, etc., until you get complete confidence in yourself, then join these together, forming letters, and end up with words. Follow the strokes indicated by the arrows and numbers, and watch your slant and spacing.

The Cards, and How to Make Them.

At first one would say that the work of ruling the fine double lines on the striped card was a waste of time. Yet the actual time spent in doing this was only a few minutes, and it gives such a decidedly different effect that we believe it is worth the trouble. It makes a fancy card (not fancy like the other, but a novelty) out of a plain one. A ruling pen and "T" square was used for this purpose, making the stripes 1 inch apart, leaving a white panel in the centre for the wording. To demonstrate the use of the script lettering in the cards belonging to this lesson, it was necessary to use the lower case, as will be taught in the next and last lesson of this series. Script capitals cannot be used together to make up a word.

The Lined Effect.

A number of very catchy effects may be obtained by using the fine lines. One way is to line the letter as was shown in a previous lesson; another idea is to line the card around the letter and decoration, and yet another style, which is very effective, is to line the decoration as is shown in the accompanying card.

The whole design and letering in this case was pencilled out, then outlined with a brush and ruled with a ruling pen, leaving the lettering open. The spray of roses and the ribbon was then given a tint—any desirable tint of very

Continued on page 42.

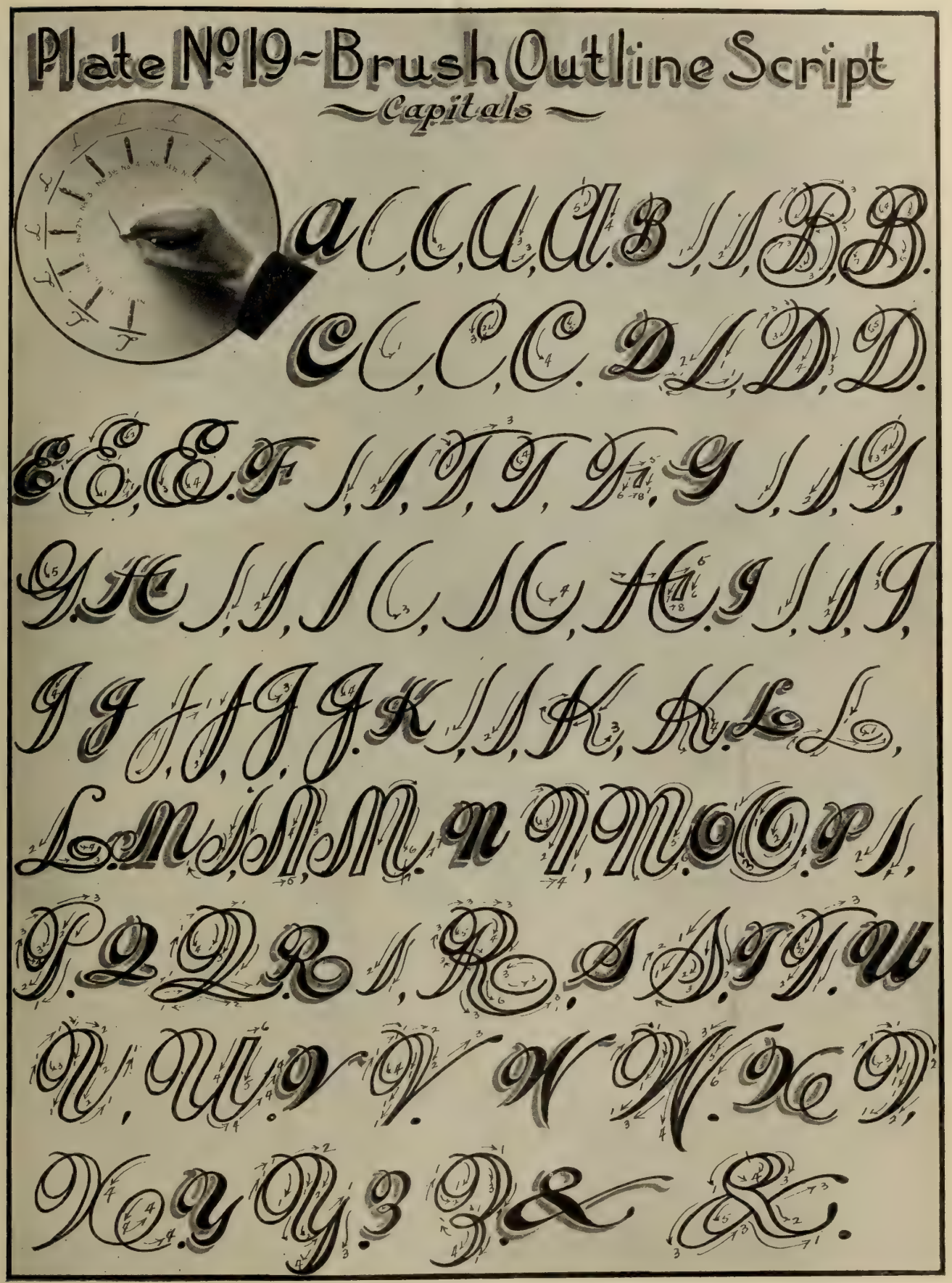


Plate showing the various strokes used in brush outline script.

Progressive Hardware Retailing

A Humorous Series of Window Cards—Firm Established an Auto Station in Front of Store—Clearing Out the Season's Goods—A Voting Contest For Piano.

A TALK IN TOOL TERMS.

Chatham, N.B.—In the windows of McDonald's hardware store this week was displayed an attractive array of carpenter's tools, which were shown in such a manner as to command attention from passers-by. And the advertising of them was a piece of novel and up-to-date work, drawing attention to almost every article shown in the window, or at least such as are most commonly in use by carpenters. On the day the display was being made there appeared in the leading newspaper of the town, a dialogue supposed to have taken place outside the store and to have been overheard by a newspaperman as follows: "Ever see a spoke shave a plumb, Bob?" "No, but I saw a nail set a tee square and a monkey wrench a floor, Jack." "O, gimlets, brace up and have a bit of rabbet, plane." "Surely, if that's on the level, I'll have a slice." "As a rule, it's a square deal. I'm not trying to gouge you." "If you do I'll draw knife and drill your escutcheon. Does your knob compass that?" Awl of which is plane and augurs well for the business and adz prestige to the store.

The idea was catchy and caught the fancy of large numbers of people passing by who were won't to stop and gaze in at the display of tools and there is no doubt but that the sale of them was somewhat increased thereby, for many went inside and made purchases, the price list appealing to them.

AN AUTO STATION.

Rodney, Ont.—David Mistele, hardware dealer, has installed an auto-filling station at the corner of his hardware store. It is so placed that an auto may drive up and be filled through a hose from the pump. It is a time and labor saving device.

Editor's Note.—The trade of the automobile owner is worth going after. Anything that will serve to bring this trade is indeed advisable.

START HUNTING CAMPAIGN.

Wolseley, Sask.—G. F. Elsey & Sons have already started to feature their stock of rifles and ammunition. In their advertisement. they say:

"Soon be shooting time again. Get ready. Get your gun picked out while there's a choice. We have them now. Call and see them."

Editor's Note.—Better to be in advance of the season than to allow the season to be in advance of you. The demand will soon start for hunting supplies. In some sections it has already started. It is wise. therefore, to begin the campaign at once.

CLEARING OUT SEASON'S GOODS.

The desirability of hardwaremen disposing of seasonable goods before they become unseasonable, through the medium of special efforts, has been strongly urged by Hardware and Metal. "Bypasser" writes in The Ironmonger along the same line as follows:

For most tradesmen August has little to recommend it as a business month. Nor does the commercial traveler expect much of August; he knows by experience that his customer will explain a blank order-sheet by the plea that "everybody is away." The holiday spirit is dominant, and there is not much commercial inspiration to be drawn by the shopkeeper who is left behind. But calmly to accept a "flat" period as being in the nature of things is not precisely the attitude to make it anything else. Every month should contribute its fair share of the year's revenue. How to make a dull time bright and how most profitably to utilize the slack business seasons are problems worth serious consideration. A final review might well be taken of goods still on hand which are essentially articles of summer sale. Their room will be better than their company in the season which is ahead, and a little extra pushing now should effect some desirable clearances. A tradesman advertised recently that he was not holding a "season sale" as he had sold all his "season stock." That in itself was an admirable advertisement, but not everyone is so happily placed, and "season goods" carried over never have the same freshness as new goods. Therefore, to "get a move" on the dilatory summer wares is an urgent August duty, besides affording an opportunity of encouraging the assistants by allowing them a small commission on such sales, and incidentally experimenting in the profit-sharing principle.

A VOTING CONTEST.

Trenton, Ont.—Bailey and Reynolds, hardware dealers of this place, have started a contest. Checks are given with every purchase over a certain amount, each check entitling the customer to a certain number of votes. The winner of the contest will be given a piano.

Editor's Note.—This method has been tried with success by a number of dealers.

PETROLEUM BREAKS RECORD.

Petroleum production in the United States in 1911 surpassed its own record made in 1910 by an increase of nearly 11,000,000 barrels. In 1910 the output was 209,557,248 barrels. The total production of the world also surpassed all previous records, amounting to over 345,000,000 barrels, and of this the Uuited States produced more than 63 per cent. The value of this enormous output of oil in the United States for 1911 was $134,044,752, the average price being 60.8 cents a barrel. Final figures have been compiled by David T. Day, the petroleum statistician of the United States Geological Survey, and have just been made public in a statement issued by the survey. The increase for the year was caused principally by the gain in California, which was by far the largest producer, its output being over 81,000,000 barrels. Another factor in the increase was the discovery of oil at Vinton, La., and the comparatively new Caddo field in Louisana also grew in importance. A find of high-grade oil at Electra, in northern Texts, was another notable event of the year.

SHOW CARD WRITING.

(Continued on page 40.)

light wash colors so that the lines will show through what may be used. In this case, for reproduction, two shades of grey were employed. The lettering was then filled in with an opaque grey. Grey, of course, is rather a dead shade for window cards in practical use, and we would suggest brighter tints, which would blend with the goods being shown in the displays.

For the small script lettering a pen may be used to outline.

Further particulars regarding pens, brushes, outfits, etc., may be had by writing to the editor of this paper, 143 University Avenue, Toronto.

Current News of Hardware Trade

Will Erect Store.

Moose Jaw, Sask.—The Moose Jaw Hardware Co., have decided to erect a new building.

Store Burned Out.

Campbellton, N.B.—S.M. Moore, hardware dealer, has been burned out. The loss is covered by insurance.

Death of Pioneer.

Plum Coulee, Man.—William Stewart, one of the pioneers of this place, is dead. He was a hardware merchant and prominent in municipal matters.

Hardwareman Married.

Lucan, Ont.—Orel L. McComb, of McComb & Son, hardware dealers, was married to Mabel Tara, daughter of Mr. and Mrs. Edward Mara. They are taking a trip to Detroit, Cleveland, Buffalo and Toronto.

New Sheet Metal Shop.

New Westminster, B.C.—W. J. Galbraith, formerly with Mahoney & Kennedy, has started the first exclusively sheet metal working shop in the city at 524 Sixth street.

Death of James Langmuir.

Toronto, Ont.—After an illness lasting three months James Langmuir, head of the wholesale paint and oil firm of James Langmuir & Co., passed away Sunday afternoon at his residence in St. Clair avenue. Mr. Langmuir was in his fifty-ninth year, and had been suffering from a complication of diseases.

Death of J. W. Driscoll.

In last week's issue mention was made of the death of J. W. Driscoll at Winnipeg. The late Mr. Driscoll was a resident of Winnipeg for 28 years. He celebrated his 71st birthday on Monday, Aug. 5, the day before his death He was born in County Cork, Ireland, in 1841, came to Canada with his parents when he was 12 years of age, and resided at Kincardine, Ont., until 1882, when he came to Winnipeg to open the western branch of the McClary Manufacturing Company. He managed the company's western affairs for 26 years and retired at Christmas, 1908.

TRANSFERRING TO EDMONTON.

Belleville, Ont.—R. C. Chown has returned after a trip to Edmonton, where his father, W. W. Chown, head of the Chown Hardware Co., has been for some years. While there, he made arrangements to take over the Ross Bros., retail hardware business. As a result the business here will be disposed of as soon as possible, as the terms of the purchase provide for taking over the business on September 20. It is proposed to operate the present store in Edmonton, together with that of Ross Bros., under the firm name of Chown Hardware Limited, as a joint stock company, with a capitalization of $150,000.

W. A. A. Chown will remain in this city to close out the Belleville business. R. C. Chown will leave on September 9



R. C. Chown, who is going to Edmonton.

for Edmonton to take over the management of the business there.

The firm of W. W. Chown is one of the oldest in this part of the country. Recently the name has been given added prominence by R. C. Chown's connection with the O. R. H. & S. D. A. The Chowns have been numbered among Belleville's most enterprising citizens, and their departure will be regretted.

Personal Notes.

Fred Karn, hardware merchant of Woodstock, Ont., is on a holiday trip to Minnesota.

Ed. Goodwill, sales manager of Thos. Davidson and Co., is spending a vacation in New Brunswick.

Charles E. Stewart of the James Stewart Manufacturing Co., Woodstock, has returned from an extensive trip through Western Canada.

Business Changes.

Dauphin, Man.—The Dauphin Hardware Co. have dissolved partnership.

London, Ont.—Kilpatrick Bros., have bought out the hardware store in East London, of C. W. Willits. The latter has gone West.

Lethbridge, Alta.—Wilmot Bros., of Toronto, have started in the hardware business here.

Factory Additions.

Hespeler, Ont.—Hall, Zryd Foundry Co., are erecting an addition to their molding shop.

Galt, Ont.—The Galt Stove and Furnace Co., have just completed a 115 by 70 addition to their molding shop.

New Retail Firms.

Winnipeg, Man.—Belogus and Fiskin have started a hardware store.

Bow Island, Alta.—Wilmot Bros. have started a hardware store.

URGE EARLY BUYING.

Herbert, Sask.—J. Funk & Co., are taking advantage of the reports of a binder twine shortage to urge on the public the wisdom of buying early. They say in their advertisements:

> "We have now a carload of binder twine. As there is sure to be a twine shortage this fall, you will be well advised to order early. But be sure that you get only the best."

They are having some improvements made in the interior of their store. An office is being built on the south side of the store and this will make more room for the storing of goods. The interior will be rearranged.

WORLD'S LONGEST FENCE?

The New York State Board of Water Supply will soon award the contract for constructing what will be one of the longest wire fences in the world. The fence, which is to enclose the new Ashokan dam in the Catskills and the aqueduct property leading from it to the city, will be 150 miles long, or the distance from New York to Albany. The posts are to be of concrete, and stone walls will enclose the property through villages.

Weekly Market Report --- Metals

METAL NOTES.

Business generally is brisk. Large orders are reported.

Tin and copper are both reported firm again.

There have been advances in the price of boiler plates and tubes, brass rods and copper products.

MONTREAL.

Montreal, Aug. 15.—During the week there have been a number of price advances—the great majority of which have been expected. In each case the advance has been made necessary by reason of a higher price demanded for the raw material.

Generally business has been exceedingly good. Large orders have been received, and thanks to some recent shipments it has been found possible to fill these fairly promptly. There are, however, still some lines in which a shortage is felt, notably soil pipe and galvanized Canada plates. The demand for soil pipe has been exceedingly large. Those wanting it, and there are many such, seem willing to pay any price. But even so there is difficulty in furnishing them with the commodity. Galvanized Canada plates have been scarce for some time, but never so scarce as at present. It is thought that new supplies will be received soon, but even so there is a possibility that these prices may be advanced. The quotations on soil pipe are almost certain to be raised.

Some of the Advances.

Some of the changes, which have been struck locally are worth noting here. In boiler plates and tubes there has been a rise of 10c a cwt.—a rise which can only be accounted for by the high cost of raw material.

Tubes, too, have been set at a new figure, this being some 5 per cent higher. than the old prices.

Also brass rods and tubing have been advanced a cent. a pound—a move also to be expected, is view of the recent upward tendency shown by copper.

Copper goods have taken a similar jump, that is all except the ingot, which remains at $19.

Lead.—On the primary market the price has shown a tendency to fall. This movement has not been noted here, but it is reported that stocks are much better than for some time past. The conditions are not normal yet, but they are much healthier than they have been of late.

Iron.—The metal continues high—continues rising indeed. Therefore the advances in certain iron products, and therefore the likelihood of some further advances. There is rather a scarcity of the pig, but nothing to cause fear of a real famine. The galvanized Canada plates, it appears, are scarcest in Montreal. But a larger supply is in sight and no really serious shortage is anticipated.

Tin. — The course continues upward. Apparently the market is under control, and the bulls are at present doing about what they like. High tin is looked for here throughout August and September.

Copper.—After a period of lower prices copper has regained all that it lost and more. The metal is now selling briskly, and the market seems to have a strong appearance. Locally there is a good deal of metal to be had.

TORONTO.

Toronto, Aug. 15.—The general trend of business is very satisfactory. Industrially the country is busy and the manufacturers are ordering freely. Thus all metals are in active demand and, from present indications, are likely to remain so.

"We are counting on a very active fall," said one man. "The one fly in the ointment is the scarcity in some metals. We have found it very hard to meet demands. In fact, we have had a shortage in at least one metal practically all year."

"It is not possible to predict very far advance in the metal business," he continued. "Present indications lead us to believe, however, that we are going to have a busy time all winter."

There have been a number of changes in price—in tubes and in copper sheets. All lines of copper products practically have gone up.

There is a tendency toward firmness noted in all metals, in fact.

Tin.—There is a steady trade being done. Demand for tin keeps up no matter what may transpire with regard to the price. At the present time the price is very firm.

On the London market the bullish element have the upper hand and it is, therefore, anticipated locally that the price will continue high; that it may even reach a higher level than the present one.

Strong Again.

Copper.—In copper, the market has gone back again to the position it occupied some weeks ago. The market is stronger and a good confident tone prevails. The price of ingot copper has remained the same here but in copper products there has been a pretty general advance.

The demand here has been heavy.

Lead.—This metal is still pretty scarce. The local market cannot very well be judged by the primary markets as conditions are widely divergent. At the present time, lead is a little weaker on the American markets but no evidesces of weakness have been discerned here.

Spelter.—Business is steady, and the same term may be applied to the price.

Antimony.—Little interest is being shown in antimony though there is a little demand.

Pig Iron.—It was feared at one time that there would be a shortage but this is not regarded as a very likely contingent now. Still stocks are pretty light and the demand is as heavy as ever.

In view of these conditions, the price is high and firm. Enquiries indicate that the iron trade for the future is well assured.

WINNIPEG.

Winnipeg, Aug. 12.—There is no change for the better in the plate situation. Orders for galvanized or sheet iron take two months to ten weeks to get filled and a sharp advance in prices is generally anticipated. Sheet metal workers in the city are much hampered by the conditions at present prevailing. Lead and copper prices are still very firm but no further advances are recorded this week.

Business in cement and structural iron and steel is still very active and with the present crop outlook maintained construction may be commenced on many large buildings this season instead of next.

MOVE TO NEW QUARTERS.

Reynolds & Jackson, manufacturers agents, Calgary, have moved into new quarters occupying three floors of a warehouse building, with a total floor area of 12,500 square feet. Reynolds & Jackson are both young men. Mr. Reynolds is an American by birth, having originally been a hardware dealer in the State of Iowa; later traveler with the Malleable Iron Range Co., Bever Dam, Iowa. Following the same line he traveled for Rathbone & Sard, stove manufacturers, Aurora, Ill., and a few years later was connected with Claire & Brockest, Winnipeg, which firm he at present represents. Mr. Reynolds therefore has had a thorough stove and furnace training. Mr. Jackson was formerly traveler in Western Canada for F. J. C. Cox, hardware specialty agent, Winnipeg, which position he has held for the past ten years.

Weekly Market Report --- Hardware

HARDWARE NOTES.

Business is brisk, the demand being pretty well distributed over all lines.

Harvest tools are selling in large bulk.

Rope has advanced again.

A higher price has been set for shot.

MONTREAL.

Montreal, Aug. 15.—Again there has come an advance in rope, 13½c. now being quoted in the price of pure Manilla. It is a price almost on a par with the high water mark reached in the last few years. The reason for the rise, is, of course, causing some conjecture.

Generally a shortage in the supply—or rather a high figure demanded for the raw hemp, as the result of a shortage—is given as the real reason. But what is back of the shortage? That, as the late Mr. Hamlet would say, is the question.

New List for Shot.

Rope has not been the only hardware line to advance. Shot, too, has taken another upward step. The list price has had to be changed, since the recent advances have wiped out all the discounts. The new figures, therefore, are $8 per hundred pounds, net list, with all the old conditions applying, as outlined in the current market reports.

Generally business is exceedingly good. On all hands it is stated that trade has been better than it was last year. Profits, generally, should be a good deal larger.

Seasonable Goods. — These lines are moving well. There has been a good demand for horse blankets, and for lanterns, coal shovels, and even snow shovels the call has come. Preserving goods are moving better all the time, and for skates, and similar winter lines a demand is felt.

Heavy Hardware.—The advance in iron pipe has rather tended to stimulate trade than to give it a set back. Dealers seem to be awake to the situation. They seem to realize that another advance is more likely than a decline, and that, whatever the price, there is quite likely to be a shortage.

Lead Pipe May Rise.

An advance in lead pipe is being freely predicted. The present would seem a good season for those needing the goods to lay in a stock. Large orders, however, are not likely to be delivered immediately.

Rope.—Pure Manilla, which has advanced from 12½ to 13½c. has shown the biggest change; but British Manilla too, has been set upon a new price level, the list now reading 10¼c. instead of 10c. These two lines are the only ones to be changed, but indications are that other classes of rope will change too. Cotton is scarce now, and it appears very likely that the various styles of rope in which this is used, and also the cotton seine twine, will go up. The new level may not be struck at once, though that is far from unlikely.

Blaming the Trusts.

Generally the belief is that the trusts have something to do with the advance in Manilla rope. The hemp is under their control, and they are said to be so curtailing the supply as to get a high figure for this. Naturally as the value of the raw product advances, a somewhat similar advance must be made in the finished product.

Sporting Goods.— Shot, showing the quite considerable price change that it does, demands some attention. The cause for this advance, of course, is to be found in the pig lead situation. Not only is pig lead high in price, but it is exceedingly difficult to secure. Therefore the 50c. advance in the list price. It is not thought that another upward movement will come quickly. More probably a small discount will be announced after more lead is in sight. But the future of lead is hard to read just at present.

TORONTO.

Toronto, Aug. 15.—Business continues brisk in all departments. The season when a slump is to be expected is now over, and the jobbers are anticipating a gradual increase in activity from now on. Already shipments of fall goods have commenced.

The tendency in prices is still upward. In most lines prices are firm, while two changes are noted. Rope and shot have both advanced again. Other advances are said to be pending in lines which are affected by the high price of metals.

Summer Goods:—The demand has fallen off to an appreciable extent. While a few orders have been filled they have been small and entirely of the sorting order. Still, some refrigerators are still being called for, and, strange to relate, screen doors have also been in demand. The orders have been of a special nature, designed to fill specific needs.

There is still some trade doing in preserving kettles and similar goods.

Household Goods:—The demand in this department is very heavy. Enamelware is selling briskly. There is also a first-class demand noted for aluminum ware. The public is becoming more interested all the time in this line and the sales of the retailer, quite apparently, are going up.

Harvesting Tools:—Activity centres pretty well in harvest tools. There is now a steady movement in these lines. The farmers have started to work on the harvesting of the grain and are finding the need for tools so that the hardware dealers are meeting with a steady call. They in turn are ordering in big bulk from the wholesalers.

Builders' Hardware:—The call for builders' is gradually reaching high water mark. Buildings started in spring and early summer are now nearing completion and a vast amount of hardware is being handled. The dealers are in some cases sending in sorting orders daily. In the city, the volume of business is extremely heavy.

There is firm tone noted in all lines of builders' hardware. The advance in rope, noted elsewhere, affects this department.

Heavy Hardware:—Demand is heavy in all lines. The manufacturers, despite the heavy calls this year, have kept pretty well abreast of the demand.

Rope:—There have been advances here, as noted elsewhere.

Sporting Goods:—It cannot be said that business has suffered in sporting goods although the demand has undoubtedly fallen off in some lines. Baseball supplies are not selling as briskly as earlier in the summer, but practically all other lines are keeping up in activity. For instance, golf and tennis goods are still big sellers. There is an increasing demand for guns, ammunition and huntsmen's supplies.

Shot has been advanced in price.

WINNIPEG.

Winnipeg, Aug. 12.—Times are busier than ever in the hardware trade. Everything is moving, but there is special activity just now in harvest tools and fall sporting goods.

Builders' supplies are still very active and large shipments of window glass have been moving out during the week.

Rope prices are higher and the consensus of opinion is that the limit is not yet reached. Pure Manilla is now at 15½ and British Manilla at 10¼.

Collections are fair for the time of the year. but no great improvement need be expected until the season's crop starts to move.

Building permits are now well over the $15,000,000 mark.

Weekly Market Reports---Stoves

CONFIDENCE STRENGTHENED

The absolute assurance of good crops in the West has strengthened the confidence that the manufacturers have felt in the fall stove trade prospects. It is now asserted with certainty that the demand will far exceed any previous year.

Shipments are pretty brisk, particularly to Western points.

MONTREAL.

Montreal, Aug. 15.—No price changes have come, to cause some interest in this, the between season, the season when the summer rush has stopped, and when the fall rush has hardly commenced. However, it appears that there are to be price changes. They are in the air. What will these be? Well it would seem that tin ware is to be advanced, and that Japanned goods will also move in an upward direction. The signs point this way, and it is an age when the right kind of men believe in the right kind of signs.

The general reason which gives rise to the belief that these changes are coming, is of course, the scarcity and high price of tin. Despite fluctuations on the primary market, prices locally have remained high, and the material which the manufacturers are using is costing them dear.

Building Delays Cause Trouble.

Aside from the possibility of future changes the main interest is in estimating the demand which is to come. News of a good crop in the West, and in the East too, for that matter, makes it seem that nothing will tend to stop the ordering. A hot wave, which is expected here, will likely delay fall orders a little, but these have already started to come in, and will certainly grow in volume from now on. There is a good deal of shipping by water, but the great rush this way will start in another month.

Furnaces.—This line has already commenced to move well. The demand would be even better if it were not for some delays in building. These have prevented a number of heating engineers installing furnaces, and so have limited the orders. But dealers who keep furnaces in stock are now getting in a good supply.

Ranges and Heaters.—The ranges are moving well. Already retail sales have started, some models being sold to those returning from the country. But the big demand will not commence for a month or so. More and more, however, dealers are coming to realize that a good stock brings good sales, and they are getting early orders in for fair-sized shipments.

Heaters have hardly started to move yet. Orders are being booked, but these call for future delivery.

Kitchen Ware.—All lines are moving, and moving rapidly. It is the season when many boilers and sauce pans are needed. Preserving is still being done, and more will be done during the coming weeks. Orders for this class of goods are large. Supplementary orders moreover, make it very evident that the retailers are getting rid of the goods in satisfactory fashion.

Oil Heaters.—So far the retail demand for these is exceedingly small. But it is coming, and dealers, knowing this, and remembering the difficulty they had last year to get the supplies, are commencing to order. Oil heaters are gaining in popularity and seem certain to sell well.

TORONTO.

Toronto, Aug. 15.—The assurance of good crops in the West has meant much to the stove trade. While there was every evidence of a record fall trade and while the manufacturers have never lacked confidence, the surety of prosperity in the West was needed to absolutely insure the continuance of active conditions.

It is now pretty well taken for granted that the fall will see the largest demand for stoves that has ever been experienced. The foundries are being pushed to their capacity to meet the expected rush. Already there is a steady outward movement. Heavy shipments are now the order. The point has often been urged before, but we cannot refrain from stating that the dealer who is anxious to avoid trouble and delays later would do well to see that they get shipment just as soon as possible. A word to the wise.

Ranges:—Shipments on ranges are now divided into two classes, for immediate use and for fall trade. While the fall shipments are becoming heavy, there is also a brisk movement noted in small lots for present sales. Some dealers appear to be selling ranges at present more or less steadily. This is particularly the case in northern and western sections. There is a big demand from the west and shipments are being directed pretty largely that way. An effort is always put forth to get western supplies out early.

Heaters:—Some are being shipped in more or less large quantities. This promises to be a good heater year.

Furnaces Are Active.

Furnaces:—In Toronto the furnace industry is already very active. So much building has been done this summer that most heating contractors have as much work on their hands now as they can handle.

The outlook is for an extremely active fall. Most dealers are anticipating that their needs will be heavier than ever and the manufacturers are straining themselves to reach a position where they will be able to meet the increased demand.

Gas Stoves:—While much quieter, the gas range trade is by no means dead. They are still moving out with surprising steadiness. A large proportion of sales now are to fill contracts placed earlier in the season for new buildings and apartment houses. There have been scores of the latter erected in Toronto this year and as gas stoves are an essential part of the equipment, the demand from this source alone has been partly accountable for the heavy increase in gas stove sales this year.

Accessories:—There is a good demand for heating accessories and supplies.

WINNIPEG.

Winnipeg, Aug. 12.—Athough the fall rush has not yet commenced there is already a considerable movement in stoves to country points and in a couple of weeks the stove business will be a leading feature. With the vast amount of building nearing completion throughout the country the demand for heaters and ranges cannot but be exceptionally good. Retailers are already beginning to display and feature in advertising new and attractive lines.

It is noticeable that the type of heater most in evidence is of the kind that will burn either wood or coal and it is undoubtedly the stove of the future on the western prairies. Gas and electric cooking and heating apparatus are steady sellers.

Methods of Retailing Paints and Varnishes

Making a Corner in the Paint Trade

The Methods of a Progressive Dealer — Canvassed Property Owners Who Had Houses for Sale or to Rent—The Arguments He Used—Splendid Results Achieved.

Brown was a hardware dealer with ambition. He was doing pretty well, sufficient to get him his three meals a day and to lay by a little in the bank. But he was not satisfied with that. He wanted to get the most possible out of his business.

The returns from one branch of the business dissatisfied Brown in particular. He wasn't doing much with paint. He was selling a fair quantity and, as he was wise enough to eschew price cutting, making a fair profit. But the turnover in this department looked small to Brown when he strolled through the town and saw on every side of him buildings fairly falling to pieces for want of paint. The possibilities were so great in the paint line that Brown determined to push it to the uttermost.

Now it is all very well for a man in Brown's position—with an axe to grind, as it were—to realize the wisdom of using paint, but it is a more difficult matter to get the property owner to see it the same way. The property owner has to foot the bill and, if there is one thing the average man is adverse to, it is footing bills. He will let matters slide for a long time, even when he realizes that it is wrong, before he will spend his money. Thus, in the matter of paint, property owners are prone to neglect their buildings rather than spend a little money to have them redecorated. It requires educational work on the part of the dealer to make them see the error of their ways.

Brown soon realized this when he began to work on the men he deemed to be good paint prospects. The property owners he approached seemed to harbor the suspicion that there would be more in it for Brown than for them.

Then a brilliant idea occurred to him. He made enquiries and collected a complete list of properties for sale and to rent. Then he called on the owners, one after another.

"You want to sell (or rent) your property?" he would say.

"Yes."

"Then you can do it by making the property more attractive. People will rent or buy a house twice as fast if it appeals to them, to their sense of the beautiful. Spend a few dollars to have that house painted fresh and you can add a couple of hundreds to the price or a few dollars to the rent. It will improve your property and what's more you will get the money back almost immediately."

That was his "opening sale." He had in addition a whole battery of arguments with which to bombard the sceptical. He believed what he was saying, and that went a long way. It lent a note of conviction to his talk.

Some of the men refused to consider the proposition. They could rent their property anyway. Painting might or might not help them in the matter. One thing was certain, it would mean outlay. Accordingly, they pooh-poohed Brown's graphically presented possibility of immediate results and increased profits.

Others gave him a hearing. A few of them were convinced and decided to try it out.

They Got Results.

And they got results. The houses which were painted as a result of Brown's solicitations were in practically all cases sold or rented almost immediately. Their fresh appearance attracted people seeking a home and they passed by the dingy places on each side.

This was just the beginning of Brown's campaign. With his proofs to back him up, he went back at the others who had not paid any attention to his arguments before. He took a list with him, showing the dates on which certain houses had been painted and the dates when they had been disposed of.

"You did not see things my way before," he would begin. "Now I have the proofs." And he would proceed to give them.

He gradually convinced the majority of property owners with houses they wanted to dispose of, that they should repaint them as a preliminary step. It was more or less of a revolution, the previous plan having been to sell the house and let the new owner paint it if he wanted to; which he probably wouldn't. However, all were satisfied; the owners because they effected a sale or secured a tenant, the new comers because they had an attractive home and Brown most of all because he had worked up a big trade in paint.

Extended his operations.

But he was not through by any means. The homes which had been painted as a result of his solicitations had been rendered so attractive that other houses surrounding looked old and dingy and unattractive. Even a miser will seriously consider repainting his house when the man next door sets the example, for none of us like to be outdone in that way. Brown had many customers who were in this position and he did not neglect to prod them up on every possible occasion.

"So-and-so's house is looking pretty nice," he would remark. "By the way, are you going to paint your property this year?"

His sales increased and multiplied. The best part of it was that he was building up a permanent basis. He was convincing his customers of the value of paint so effectively that they would remain convinced.

Other features of Campaign.

But again it must be remarked, this was not all. He conducted a vigorous campaign in the store as well. His stock was placed well to the front of the establishment. Dust, dinted tins and discolored labels were conspicuous by their absence. Everything was in apple pie order, well sorted up, fresh and attractive.

Paint was frequently seen in the store window. At least once a month, he arranged a display of paint, varnish, brushes and accessories. This plan he followed, not during the active seasons only, but the whole year around.

Paint figured prominently in his advertising. He used cuts supplied by the manufacturers and his copy was snappy and convincing.

Finally, he pushed the sale of quality goods and invariably attempted to persuade customers who inclined to cheaper lines that it was not wise. This policy he pursued rigidly, being convinced that he could build a permanent trade only by giving absolute satisfaction. Cheap material does not give satisfaction in the long run. He did not want customers coming back in a couple of years' time telling him that his paint was no good.

This is a brief resume of one dealer's success. It is not a suppositious statement but is based on actual facts.

Brown—his name is not Brown by the way—is in business to-day, and is doing what is generally termed a "whale of a trade." He has pretty well cornered the paint business in his section.

What he has done others can do. The same methods might not apply in all cases. But if a dealer looks around he can always find ways and means of increasing his business.

A Lesson in Paint Salesmanship

How One Clerk Made a Sale of White Paint for Interior Use —How He Should Have Done It—A Contrast in Methods of Salesmanship.

A body of men who are making their presence felt in this age have as their motto: "To earn more, learn more." This might be changed somewhat to apply to paint salesman, "To sell more, know more, and explain more."

An instance which occurred in Montreal within the last week brings the need of "knowing" and "explaining" to mind.

A lady, who did not know a great deal about paint, but who knows a good deal about arranging a home, decided that she wanted to paint the door in one of her bed rooms. This was, at the time, an imitation grain, and did not look very well, she thought; nor did it suit the room—the other woodwork of which was white.

Right Goods, Wrong Instructions.

The lady went to the paint department of a hardware store. She explained what she wanted, and the clerk handed over a white paint—a good white paint it was, too. But here the clerk's knowledge, or interest, ended. He did not explain how this should be applied. The lady asked a few questions, but was told that it would be all right, "just to put it on." So she went away with the right kind of goods, but the wrong kind of instructions.

Now there are a number of ways of painting a door, but it will be generally agreed that this should be prepared in some way before the paint is applied. To see what a good salesman would suggest this question was asked of one who has made a reputation for himself.

"If a lady told you she had a door which is now an imitation grain, and which she wants to paint white, what would you tell her?"

Explain How to Do Work.

This salesman was busy at once with some color cards. "I would try to learn something of the finish which she wanted," he said. "Then I would try to give her an idea of the best method of applying the paint. I suppose you mean that she intends to apply the paint herself?"

"Yes," he was told. "That is the idea. Now how would you explain how to do the work."

"Why," said the salesman, "that is easy to do, but it is harder to explain to another how I would do it. I always think an explanation should be made as simple as possible. If not the one intending to apply the paint will think the task is too difficult, and will give up the idea. In the case you cite I would merely advise the lady to get a little sand paper and sand paper the door thoroughly before she put a brush on it. This would take off a good part of the grain, and would leave the door in condition to take the paint. Then I would suggest that she use a ground paint, or that she apply two or three coats of the white paint. If a glossy finish was desired I would suggest that an enamel be used afterward. But I would make it very clear that an enamel has practically no covering qualities, and that the door would need to have its white appearance before the enamel were applied."

There is the method of a competent salesman, in contrast to that employed by a man of comparatively little value. Both are real beings, and there is little doubt that their separate methods are but typical. Perhaps the first man did not really know much about the paint. The second man did know; and evidently he understood how to explain.

It is not hard to see what the result of the first clerk's sale would be. The paint used would be good, but it would be poorly applied, and the result would hardly likely be satisfactory. Result? Why the dealer who carried the paint, and the manufacturer who made it, would both sink in the esteem of the user. And all because one man did not know his business, or was too lazy to take a little trouble.

The second salesman would send the customer away with a pretty clear understanding of the best method to adopt, in order to secure the best result. The instructions would almost certainly be followed—because they would not be too complex—and the work, in consequence, would be satisfactory. There would be benefit all round, therefore—benefit for the buyer, the seller, and the manufacturer.

Paint salesmanship is not handing out a can of paint. It is explaining how the paint should be used, and those who realize this will be apt to secure a large part of the business.

Conditions in the Flaxseed Area

Linseed Oil has been high during the past summer, due primarily to a shortage of seed. As the hardwareman is very directly interested in the price of linseed oil, he is also interested in the question of flaxseed.

The following estimate of the Canadian flaxseed crop will be of interest.

With everything favorable, says the Paint and Varnish Record, the northwest and Canada should produce a bumper crop of seed, but there are too many uncertainties in the growing crop, and the maturity of the seed, especially in North Dakota, and in the Canadian Northwest, is still too far in the future for one to say with certainty what the outcome is going to be.

Some very early frosts have been reported in the Canadian Northwest since the last review in this column, but thus far there have been few damage advices. Most of the frosts were light, hardly enough to touch any of the growing plants, and they did not affect wheat at all, though flax, being a little less mature, might suffer where the other grain would not. The trade is rather inclined to fear for the future, than to take much stock in what the frost already has done in the way of injury to flax. It is contended that when frost appears so early, there is likely to be a recurrence of it, and if this is the case the Canadian crop is still so susceptible to frost, and it is likely to be for some time, that it might suffer severely. A man just down from the Moose Jaw section of Saskatchewan reported to the writer that he never had seen such a prospect for a crop of seed in the history of the new industry in that province. Farmers told him that they had sown largely increased areas of seed, and that generally the weather had been just what had been needed for the plant. He declared that while there were frosts while he had been there, they had been so light that no one had paid much attention to them, and that they undoubtedly had been magnified by distance, until they had reached rather large proportions this side of the Canadian line. It may be said, therefore, that, unless something unpropitious happens to the crop, Canada will be near the front in the production of seed this year.

Are Your Stocks Right for Our FALL PAINTING CAMPAIGN to Help Dealers?

We are about to advertise fall painting to the consumer. We turn over the business created to the nearest local M-L Dealer. We make it our policy to help the dealer sell our product. We rigidly guard the quality of our M-L Paint and other lines to give successful results for the dealer's benefit.

We think the M-L Line is a good line to handle. If you think so, remember how glad we are to give you free samples and color cards. Write us.



M-L Floglaze

is a perfect, hard-wearing finish for indoor furniture and woodwork. It also finishes buggies, farm implements, outdoor furniture, etc. Samples on request.

M-L Paints

are ready-mixed, made from the purest pigments and materials. They have good covering power and long service. In tins of all convenient sizes.

M-L Flat Water Colors

are applied to plaster, giving a dull matt effect, easily washed and non-spotting. In tins. Ask for cards.

M-L Elastilite

a safe, easily-applied high-gloss varnish for indoors and out, except floors. Weather proof. Good results are invariable. In tins for the local trade.

The Decorative Aid Department Helps You to obtain and hold business. Color schemes furnished free. Technical advice on paint questions. Stencils furnished for interior decoration work to help dealers develop this business. Use this department.

Imperial Varnish and Color Co., Limited, Toronto

Winnipeg Warehouse; 108 Princess St.

Factory: 6-24 Morse Street

Vancouver Warehouse; 365 Water St.

JUST PRUDENCE

The simplest form of prudence for the Hardware merchant is to select, after careful comparison, the lines of products most conducive to the getting and holding of customers. Especially is this statement true in reference to the Paint Department.

Lowe Brothers' "High Standard" Liquid Paint has been a factor in increasing the trade of many merchants. Its superior spreading capacity —its greater hiding power—its uniformity and serviceability makes "High Standard" Liquid Paint the most valuable agency for the progressive Hardware Dealer.

LET US SHOW YOU

Lyon-Monkhouse Limited
Salter and Flora Sts., Winnipeg.

Lowe Brothers LIMITED
TORONTO

Dayton New York
Kansas City
Boston Chicago

Weekly Market Report --- Paints

PAINT NOTES.

Linseed oil has dropped 3 cents in Toronto.

White lead may advance again. Stocks are still light.

A firm tone is noted in glass.

Business is very active in all lines.

MONTREAL.

Montreal, Aug. 15.—As far as prices are concerned quiet reigns in the paint market. Lead—the pyrotechnic performer—has been quiet since its advance of last week. On the primary market there has been a slight decline in the prices of the pig, but this has not made the product any easier to obtain here, and certainly will not tend to force prices down. A new high level may be struck, but this is not now expected for some little time—a month or more at least.

Business generally is remarkably good. If precedent were followed, things should be quiet now. They are a little quieter than during the spring and early summer, but the demand yet continues. Indeed, though the manufacturers have been keeping their works going full force, the task of stocking up has been interfered with greatly. Shipments are still demanded. Old orders remain to be filled, and it is well nigh impossible to manufacture more than the retailers are requiring.

Prospects Are Good.

Linseed Oil:—Speculation as to the coming Canadian crop is being freely indulged in. From reports of those who have just returned from extended trips through the west it appears everything is well with the flax so far. Unless some rainy weather, or some storms come to lodge the grain, the crop should be far in excess of that reaped last year. The oil giving quality of the seed, of course, will not be known for months to come.

The likelihood—not the certainty—of a car shortage, is causing some alarm. But the flax should be harvested in good time, and stands a good chance of reaching the crushers at a fairly early date.

Oil at present remains at the old prices, nor does an immediate change seem likely.

White Lead:—Despite the high prices the demand continues good. Some of the orders call for future delivery, having evidently been placed by dealers who are anxious to guard against a future rise—dealers who were slow in reading the signs of high prices, or else who had not ordered enough under the old prices to fully meet their requirements.

Interior Paints Moving.

Prepared Paint:—Interior paints are commencing to take a prominent place. Floors are receiving attention, also doors, window frames and other parts of the house. The cool weather has brought a number home from the country early, and the need of doing some painting is evidently appealing to them.

Certainly this class of paint is being ordered largely, along with the ever popular and ever reliable stains and varnishes. Exterior paints, however, are also being ordered. Especially are barn paints needed.

Turpentine:—Little change to note here. The stocks are good, and any serious change in prices is not looked for.

Glass Situation Unsettled.

Glass:—No more talk of an advance has been heard, but it is far from unlikely that an advance will come. Stocks are very fair, but any interference with the existing condition in Belgium—and such interference seems quite possible—would cause a shortage which would result in considerable trouble.

TORONTO.

Toronto, Aug. 15.—The paint market here has been featured by a drop in the price of linseed oil. It came rather unexpectedly to some, but those who have been keeping in close touch with the market had anticipated that there would be a downward revision.

Business all around is good. The summer season is now practically over, and still there has been no sign of that one-time inevitable contingency—the summer slump. Trade has been steadily and consistently heavy. It has been, in fact, a record paint year. More paint has been sold here than ever before.

Oil is Cheaper.

Linseed Oil:—The price of linseed oil has been dropped to 93 cents for raw and 96 for boiled, a decrease of 3 cents. As stated before, this slump while rather unexpected to some, has been anticipated for some time. Still it has come rather sooner than had generally been expected. There are many contributing causes to this weakening in price. The prospect of a large flaxseed crop has undoubtedly had something to do with it.

The price will, in all probability, go still lower. Already there is some talk of 90 cents for raw and 93 for boiled. Business at the present time is fairly brisk.

Turpentine:—The price is still 66 cents. There is a good seasonable trade being done.

White Lead:—There have been no developments in white lead. The prevailing price is still $7.95, but no one seems to expect that it will remain at this figure. Further advances are anticipated. While no definite steps have been taken in that direction, it is pretty generally recognized that another increase is inevitable in view of the scarcity and high price of the pig lead.

There is a good demand for white lead and stocks here are still light.

Glass:—The glass situation does not present any new features. Shipments from Belgium are coming through and there have not been any evidences of real trouble there yet. Still, the importers feel that they are not out of the woods yet. There is a good demand for glass and the impression prevails here that higher prices may come.

Putty:—The volume of trade in putty is showing a steady improvement. Prices remain the same as follows:—Standard bulk in casks, $2.40; in 100-lb. drums, $2.55; in 25-lb. drums, $2.65; bladder in barrels, $2.80. Pure putty prices are as follows: Bulk in casks, $3; in 100-lb. drums, $3.40; in 25-lb. drums, $3.50; bladder in barrels, $3.40.

Prepared Paint:—There has been a steady volume of trade. While sorting orders have made up the bulk of the demand there has been some call for fall requirements. It is believed that the fall season will be a brisk one.

WINNIPEG.

Winnipeg, Aug. 12.—An advance of 15 cents per cwt. on white lead is a feature in paint circles this week. Lead prices are strong and it is not unlikely that there may be further increases in price both of the raw and manufactured material.

Oils and turpentine are steady and unchanged. Glass is now moving freely with the market very firm and advances looked for.

Retail trade in paints and painters' supplies is excellent in the city and keeping up well at country points. There is a very large amount of outside work in sight and a large amount of interior decoration to keep the trade busy for some time to come.

B-H "ENGLISH" PAINT

70% PURE WHITE LEAD – 30% PURE WHITE ZINC
100% PURE PAINT

Why Experiment when you don't have to?

You can settle the question of quality in paint for yourself and your customers at once and for all time, by handling a paint bearing a **formula guarantee** showing it is made on a white base of 70 per cent. pure white lead and 30 per cent. pure white zinc—100 per cent. pure paint.

This is the guarantee on every can of B-H "ENGLISH" Paint.

And all this large percentage of white lead is Brandram's B.B. Genuine—The standard of the world. We are in a position to use this large proportion of white lead because we are corroders and grinders of white lead—the only paint makers in Canada who corrode and grind white lead.

You recognize, and your customers recognize, that this guarantee formula means the highest grade of goods that can be made. It settles the question of quality—and **quality counts.**

Highest quality paint **brings customers,** brings them **back again**—and **their friends** with them.



Highest quality paint gives you confidence, and your clerks confidence, to go after business and to get business.

Write to-day for dealers' price list and data on the 1912 Fall Advertising Campaign back of B-H "English" Paint. Address our nearest office.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's, per lb..8 50 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c.; White Brass, 48c.; Metallic, 45c.; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Alluminoid, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c.; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1. 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co.—Magnolia, 25c.; Defender, 23c.; Mystic, 17c.; Kosmic, 15c.

BOILER PLATES AND TUBES

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 30	2 40
Heads, per 100 lbs.	2 55	2 65
Tank plates, 3-16 inch	2 40	2 50
Tubes, per 100 ft., 1½ in.	9 95	10 00
" " 2 "	8 65	8 70
" " 2½ "	11 00	11 00
" " 3 "	12 60	12 70
" " 3½ "	15 75	15 80
" " 4 "	20 20	20 30

BRASS.

Spring sheets, up to 20 gauge	0 27
Rods, base ½ to 1 inch, round	0 23
Tubing, seamless base, per lb.	0 26
Tubing, iron pipe size, 1 inch base	0 26

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.

Standard Compression work, 65 p.c.

High grade compression work, 60 p.c.

Cushion work, 55 per cent.

Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.

Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.

J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.

J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.

Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.
Casting ingot	$19 00
Cut lengths, round bars, ⅛ to 2 in.	27 00
Plain sheets, 14 oz., 14x48 inches, 14x60 inches	29 00
Copper sheet, tinned, 14x60, 14 oz.	30 00
Copper sheet, planished, 14x60, base	37 00
Brazier', insheets, 6x4	29 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto
Canadian foundry, No. 1	....	19 50
Canadian foundry, No. 2	....	19 00
Middlesboro, No. 3 pig iron	18 00	19 00
Summerlee, No. 2 pig iron	20 00	22 50
Carron, special	20 00	.....
Carron, soft	19 75	.....
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock	....	22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	.....
Ferro Nickel pig iron (8oo)	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg	....	27 50
Angles $ base	2 50	2 50
Common bar, per 100 lb.	1 90	2 05
Forged iron, per 100 lb.	2 05	2 20
Refined iron, per 100 lb.	2 15	2 30
Horseshoe iron, per 100 lb.	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	.....
Cammell Laird	....	0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	.....
Silver tool steel	0 12½	.....

Cold Rolled Shafting.

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 inch	....	0 06½
1 7-16 to 3 inch	....	0 65

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal.	Toronto
10 gauge	2 40	2 50
12 gauge	2 30	2 55
14 gauge	2 20	2 35
17 gauge	2 20	2 45
18 gauge	2 20	2 45
20 gauge	2 20	2 45
22 gauge	2 25	2 55
24 gauge	2 25	2 55
26 gauge	2 35	2 65
28 gauge	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
20x28x80	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 gauge, per square	5 00
26 gauge, per square	3 85
28 gauge, per square	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown Best	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.

Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 gauge, American	3 85	3 50
28 gauge, (26 English)	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE

	List	Black	Galv.
¼-inch and ⅜ inch	$ 5 50	65 p.c.	50 p.c.
½ inch	8 50	70 p.c.	59 p.c.
¾ inch	11 50	74 p.c.	64 p.c.
1 inch	16 50	74 p.c.	64 p.c.
1¼ inch	22 50	74 p.c.	64 p.c.
1½ inch	27 00	74 p.c.	64 p.c.
2 inch	36 00	75½p.c.	65½p.c.
2½ inch	57 50	75½p.c.	65½p.c.
3 inch	75 50	75½p.c.	65½p.c.
3½ inch	95 00	74 p.c.	64 p.c.
4 inch	108 00	74 p.c.	64 p.c.

IRON PIPE FITTINGS

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 65 p.c., 7 and 8 in. pipe, 50 p.c.

Light pipe, 60, fittings, 70 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00.

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.

Flat rim enameled sinks, 15x24, $2; 18x30, $2.35; 18x36, $3.50.

HEATING APPARATUS

Hot Water Boilers—47 and 15 p.c.

Hot Water Radiators—45 and 15 p.c.

Steam Radiators—46 and 15 per cent.

Wall Radiators—40 and 15 per cent.

Specials—25 p.c.

OLD MATERIAL

Dealers' buying prices:

	Montreal	Toronto
Heavy ocpper and wire, lb.	0 11	0 11¼
Light copper bottoms	0 09	0 09¾
Heavy red brass	0 10	0 10½
Heavy yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02¾	0 02¾
Scrap zinc	0 03	0 04
No. 1 wrought iron	0 02	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal
Domestic (Trail) pig, 110 lbs.	5 50
Imported pig, per 100 lb.	5 50
Bar pig, per 100 lbs.	5 75
Sheets, 2½ lb. sq. ft., by roll	5 75
Sheets, 3 to 6 lb., ft.	6 00

Cut sheets ½c. per lb. extra.

Cut sheets to size, ¾c. per lb. extra.

LEAD PIPE.

Lead Pipe and Waste, 15 per cent.

Caulking lead, 4¾c. per pound.

Traps and bends, 40 per cent.

SOLDER.

	Per lb. Montreal.	Toronto
Bar, half-and-half, guarant'd 0	27½	0 27½
Wiping	0 24½	0 25

SHEET ZINC.

5-cwt. casks	8 25	8 00
Part casks	8 50	8 50

SPELTER.

Foreign, per 100 lb.	7 50	7 25

TIN AND TINPLATES.

Lamb and Flag and Straits—

56 & 28-lb. ingots, 100 lb...$52 00 $50 00

Redipped Charcoal Plates—Tinned M L S, Famous (equal Bradley)

	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base	....	4 50
I. X., 14x20 base	....	5 50
I. X. X., 14x20 base	....	6 50

Bright Cokes

Bessemer Steel—

I C, 14x20 base	....	4 25
20x28, double box	....	8 50

Charcoal Plates—Terne

Dean or J. G. Grade—

I C, 20x28, 112 sheets	....	7 50
I X, Terne Tin	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—

XX, 14x56, 50 sheet bxs.)		
XX, 14x60, 50 sheet bxs.)	....	7 00
XX, 14x65, 50 sheet bxs.)		

Tinned Sheets.

72x30 up to 24 gauge, case lots	8 00	7 35
72x30 up to 26 gauge, case lots	....	7 85

WIRE.

Annealed Cut Hay Bailing Wire.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.

High Carbon, No. 9, $2.00 in cars.

Fine Steel Wire.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c.; oiling, 10c.; in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c.; in 1-lb. hanks, 25c.; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c.; packed in casks or cases, 15c.; bagging or papering, 10c.

Hay Wire in Coils.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

Galvanized Wire.

From stock, f.o.b. Montreal—100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55; 14, $3.15. In car lots straight or mixed.

Poultry Netting.

2-in. mesh, 19 w.g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

Poultry netting staples, 55 per cent.

Smooth Steel Wire.

No. 0-9 gauge, $2.25 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra. Add 60c for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c, spring wire $1.25, bright soft drawn 15c. charcoal (extra quality) $1.25, packed in casks or cases 15c, bagging and paperings 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles 25c, in 1-lb. hanks, 50c, in ½-lb. hanks, 75c., in ¼-lb. hanks, $1.

Wire Cloth.

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

Wire Fencing.

Galvanized barb	....	2 45
Galvanized, plain twist	....	2 75

Car lots and less.

Dominion special field fencing, 33 1-3 p.c. small lots; extra 5 p.c.

F.O.B. Montreal.

Wire Rope.

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅜, $5, 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.

Galvanized	....	2 80
Plain	....	2 50

PAINTS, OILS AND GLASS.

Barn Paint.

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

Beeswax.

Per lb.	0 40

Chemicals.

In casks	per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05¼
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

Colors in Oil.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb. irons	0 05

Enamels.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.

	Per lb.
French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" solder sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Perfection amber ground, No. 1230 0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c, ½-lb., 15c; 1-lb., 25c. Discount.

XXL	....	0 13
XL	....	0 11½
CL	....	0 12
C	....	0 11

Paris Green.

	Montreal	Toronto
Drums, 50 and 100 lbs.	0 18½	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20¾
" ½-lb. "	0 22½	0 22¾
Tins, 1-lb., 100 in case	0 21½	0 21¾

Paris White.

In bbls.	0 90

Pigments.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

Prepared Paints.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English"	2 00
Ramsay's paints, pure	1 70
Ramsay's paints, Thistle	1 40
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	
Jamieson's Crown and Anchor brand	1 60

Plaster of Paris.

Per barrel	0 30

Pine Tar.

Half-pint tins, per dozen	0 60

Putty.

	Standard
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders, in bbls.	2 75

Red Dry Lead.

Genuine, 560 lb. casks, per cwt	4 75	5 75
Genuine, 100 lb. kegs "	5 25	6 50
No. 1 casks, per 100 lbs.	4 25	4 25
No. 1 kegs, per 100 lbs.	4 75	4 75

Shingle Stains.

In 5-gallon buckets	0 75

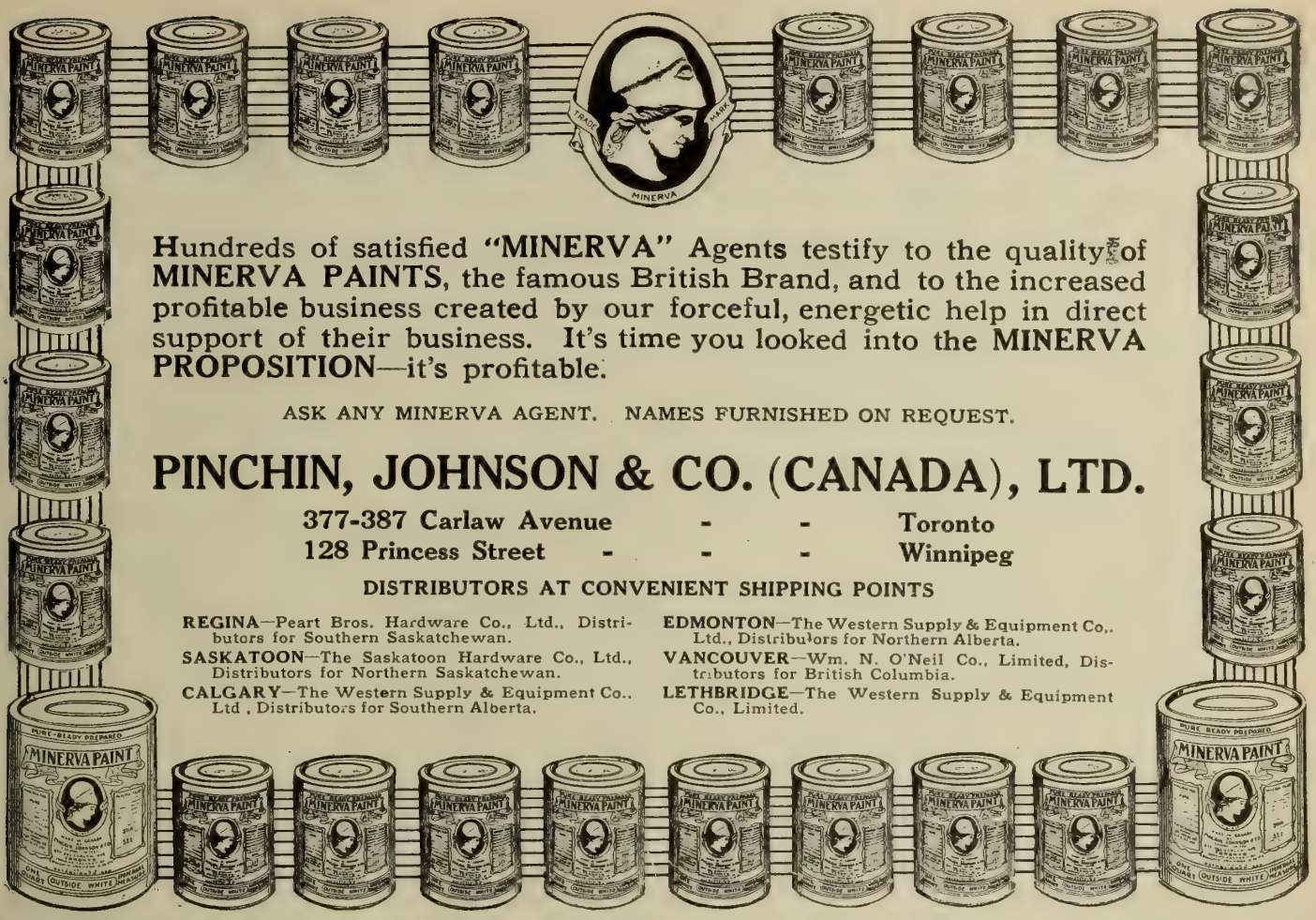
Turpentine and Oil.

	Montreal	Toronto
Can. Prime white petroleum, gal.	0 14	0 13
U.S. Water white "	0 15½	0 14½
U.S. Pratt's astral "	0 19	0 16½
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.	....	0 22
Benzine, per gal. single bbls	....	0 20½
Pure turpentine, single bbls	0 66	0 66
Wood Turpentine	....	0 60
Turpentine, second run	....	0 60
Linseed Oil " Raw	0 95	0 96
" " boiled.	0 98	0 99

Rosin, "G" grade, bbl. lots, 100 lbs. 3 25

Varnishes.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 20
" No. 1		0 95
" Union		0 90
Light oil finish		1 35
Gold size japan		2 00
Turps, brown japan		1 60
No. 1 brown japan		1 10
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 75



Hundreds of satisfied **"MINERVA"** Agents testify to the quality of **MINERVA PAINTS**, the famous British Brand, and to the increased profitable business created by our forceful, energetic help in direct support of their business. It's time you looked into the **MINERVA PROPOSITION**—it's profitable.

ASK ANY MINERVA AGENT. NAMES FURNISHED ON REQUEST.

PINCHIN, JOHNSON & CO. (CANADA), LTD.

377-387 Carlaw Avenue - - Toronto
128 Princess Street - - - Winnipeg

DISTRIBUTORS AT CONVENIENT SHIPPING POINTS

REGINA—Peart Bros. Hardware Co., Ltd., Distributors for Southern Saskatchewan.
SASKATOON—The Saskatoon Hardware Co., Ltd., Distributors for Northern Saskatchewan.
CALGARY—The Western Supply & Equipment Co., Ltd, Distributors for Southern Alberta.
EDMONTON—The Western Supply & Equipment Co,. Ltd., Distributors for Northern Alberta.
VANCOUVER—Wm. N. O'Neil Co., Limited, Distributors for British Columbia.
LETHBRIDGE—The Western Supply & Equipment Co., Limited.

HOW ABOUT YOUR PAINT OIL DEPARTMENT?

If you could find a way to increase the profits in your paint oil department you would at least investigate it, wouldn't you? Then why not take the time NOW to increase your paint oil profit by investigating the

BOWSER PAINT OIL SYSTEM

We have installed systems for many of your fellow merchants—it pays them—it will pay you.

You can get one outfit or a dozen, just as your requirements demand. You don't have to invest much money but you get enormous returns.

The Bowser not only prevents all waste and over-measure, but it gives your store tone and attractiveness. It draws trade because you can give better service and cleaner oil. The pumps measure the oil directly into the customer's can—no measures nor funnels. It computes the charge and counts the gallons.

Send a card to-day for free book No. 15.

S. F. BOWSER & COMPANY, INC., TORONTO

66-68 FRASER AVENUE

For Twenty-seven Years Manufacturers of Self-measuring Pumps, Gasoline and Oil Storage Systems, Dry Cleaning Systems, etc.

Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish.	2 50
Canada Paint Co.'s sun varnish.	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Ltd. "Gold Medal," in cases	2 25
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 65
Flattine floor finish	3 60
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange shellac varnish, in barrels	1 60
No. 1 orange shellac varnish, in barrels	1 30

Window Glass.

Size United Inches.	Star	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 25 p.c.
Montreal prices, no discount.

Size United Inches	Star
Under 26	$ 3 05
26 to 40	3 25
41 to 50	3 65
51 to 60	3 90
61 to 70	4 15

White Lead Ground in Oil.

	Montreal Per 100 lb.	Toronto
"Anchor," pure	7 80	7 95
Brandram's B.B. Genuine.	8 80	8 95
C.P.C. decorators, pure	7 80	7 80
Crown and Anchor, pure.	7 80	8 95
Elephant, Genuine	8 05	8 20
Essex Genuine (Windsor).	....	7 55
Island City Decorators' pure	7 80	7 95
Lily Pure	7 80	7 95
Moore's Pure White Lead	....	7 95
Monarch (Windsor)	....	8 05
Munro's Select Flake White	8 05	8 20
Purity, C.O. Co.'s Ltd.	....	7 65
Ramsay's Pure Lead	7 80	7 95
Ramsay's Exterior	7 55	7 70
Sterling Pure	....	7 95
Tiger Pure	7 80	7 95

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

White Zinc (Dry)

Extra Red Seal, V.M.	0 07½

White Zinc in Oil.

Pure, in 25-lb. irons	0 10
No. 1 " "	0 07
No. 2 " "	0 05¾

Whiting.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE.

Adzes.

Carpenters', per doz.	12 50 14 00
Plain ship "	18 00 22 00

Axles and Hatchets.

Single bit, per doz.	6 00 9 00
Double bit "	10 00 12 00
Bench Axes	6 75 10 00
Broad Axes	22 75 25 00
Hunters' Axes	5 00 6 00
"Boys" Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle hatchets	1 45 6 75
Claw hatchets	1 70 5 00
Barrell hatchets	5 50 6 85

Anvils.

Buckworth, per lb.	0 10¼

Ammunition.

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust, $8.00 per 100 lbs., net list; cash discount, 2 per cent. 30 days; net extra as follows, subject to cash discount only; Chilled, 40c; buck and seal, 80c; no. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

Augers and Bits.

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	
Tobin High Speed Bits, 50 and 10.	
Tobin Never Choke, 60 and 10.	

Barn Door Hangers.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 00
Double strap hangers, dozen sets	....	6 50
Standard jointed hangers, dozen sets	....	5 45
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	6 50
Sovereign	....	7 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.		
Steel, track, 1 x 3-16 in. (100 ft.).		3 25

Barn Door Latches.

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

Bells.

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

Belting.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10.
Agricultural, not wider than 4 in., 75 per cent.
Lace leather, per side, 80c; cut laces, 85c.

Bird Cages.

Brass and Japanned, 40 p.c.

Bolts and Nuts. Per cent.

Carriage Bolts, common, new, $1 list.
Carriage Bolts, ⅝ and smaller 70
Carriage Bolts, 7-16 and up
Carriage Bolts, Norway Iron ($3 list) 60
Machine Bolts, ⅝ and less.. 60, 10 & 10
Machine Bolts, 7-16 and up.. 60
Plough Bolts 55, 5 & 10
Blank Bolts 60
Bolt Ends 60
Sleigh Shoe Bolts, ⅝ and less 60 and 10
Sleigh Shoe Bolts, 7-16 and larger 55 and 05
Coach Screw, new list 7
Nuts, square, all sizes, 4¼c per lb. off.
Nuts, hexagon, all sizes, 4¼c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts, 80.

Building Paper, etc.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2 "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain and tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs.	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32' & 60', per 100 lb.	3 00
2 Ply Ready Roofing, per sq.	0 70
3 Ply Ready Roofing, per sq.	0 95
2 Ply complete, per roll	1 15
3 Ply complete, per roll	1 35
Liquid Roofing Cement, brls., per gal.	0 15
Liquid tins Cement	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb.	0 06
Nails, per lb.	0 05
Mop cotton, per lb.	0 15

Butts.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 per cent.

Cement and Firebrick.

Canadian Portland, bags, per bbl.	1 55 1 70
White Bros. English	2 00 2 05
"Lafarge" cement, in wood.	.... 3 40
Fire brick, Scotch, per 1,000	23 00 28 00
" English	17 00 21 00
" American, low	23 00 25 00
" " high	27 50 35 00
Fire clay (Scotch), net ton	.... 5 50

Chalk and Pencils.

Carpenters Colored, per gross	0 65 0 80
" lead pencils, p. gr	2 40 6 75

Chisels.

Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

Chain.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

Churns.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

Clamps.

Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 50
Carpenters, 3 feet	3 60

Conductor Pipe.

2 inch, in	10 foot lengths			3 30
3 "	"	"		4 00
4 "	"	"		5 25
5 "	"	"		7 25
6 "	"	"		8 80

Cotter Pins.

Cotter pins, 90 p.c. Montreal.

Copper and Nickel Ware.

Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 & 5 p.c.
Copper pitts, 30 and 5 p.c.
Foundry goods, hollow ware, 45 p.c.

Door Knobs.

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

Door Sets.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

Door Hangers (Parlor)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

Door Springs.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

Draw Knives.

Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80

Drills.

Bit stock drills, 2-32 in., doz.	0 67

Escutcheon Pins.

Steel, discount 50 per cent.
Brass, 55 per cent.

Eavetroughs.

8 inch in	100 foot lengths			2 90
10 "	"	"		3 15
12 "	"	"		3 68
15 "	"	"		5 25

Add extra 10c per 100 ft. O.G. Round Bead Trough.

Factory Milk Cans.

Milk cans and pails, 35 p.c.
Hand delivery and creamery cans, 40 p.c.
Railways cans, 45 p.c.
Cream cans, 40 p.c.
Creamery trimmings, 75 and 12½ p.c.

Faucets.

Common, cork-lined, 35 per cent

Farrier Knives.

Buckworth, 50 p.c.

Files and Rasps. Per cent.

Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62 2-3
Jowett's (English list)	27½
Spear & Jackson (English list)	35

Forges.

Blacksmiths portable, 135 lbs.	9 85

Galvanized Ware.

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

Grindstones.

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10

Smaller sizes extra.

Hammers.

Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 06
Sledge, Masons, 5 lbs. and over.	0 08
Sledge, Napping, up to 2 lbs.	0 09

Harvest Tools.

50 and 5 per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

Halters (Snap and Ring).

Jute Rope, ⅜-inch, per gross	8 00
" " ½-inch, per gross	10 50
" " ⅝-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1¼-inch, per doz.	5 20
Web	2 45

Sisal Halters (Snap and Ring).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

Hinges.

Blind, discount 50 per cent.

Heavy T and strap, 4-in., 100 lb. net	7 25
Heavy T and strap, 5-in., 100 lb. net	7 00
Heavy T and strap, 6-in., 100 lb. net	6 75
Heavy T and strap, 8-in., 100 lb. net	6 50
Heavy T and strap, discount 65 p.c.	
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in., per 100 lb.	4 00
over 12 in., per 100 lb.	3 50
Crate hinges and back flaps, 65 and 5 p.c.	
Chest hinges and hinge hasps, 65 p.c.	

Hinges (Spring)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.50; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1122, $19.55.
Chicago hold back screen door, iron, gro., $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

Hooks.

Wrought iron hooks and staples—	
¼ x 5, per gross	2 25
5-16 x 5, per gross	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 & 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

Horse Nails.

M.R.M. cold forged process list, 10th January, 1912.

Size	Length	Price per 25-lb. box.
Nos. 3	1⅝-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2¼	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

Horseshoes.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

Horse Weights.

Taylor-Forbes, 4¼c.

Ice Cream Freezers.

White Mountain, 5c per lb.

Knives.

Hay knives, net list.
Clauss, 50 and 25 per cent.

Kitchen Enameled Ware.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial, and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 40 per cent.

Kitchen Sundries.

Asbestos mats, 50 p.c.	
Can openers, per doz.	0 40 0 75
Mincing knives, per doz.	0 50 0 90
Potato mashers, wire, per doz.	0 60 0 70
" wood, per doz.	0 50 0 80
Vegetable slicers, per doz.	.... 2 25
Universal meat chopper, No. 1	.... 1 15
Enterprise chopper, each	.... 1 30

Spiders and fry pans, 50 and 5 per cent.

Star Al chopper, 5 to 32	1 35 4 10
" " 100 to 103	1 35 2 00
Kitchen hooks, bright	.... 0 60

Toasters, 50 per cent.
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

Ladders.

3 to 6 feet, 12c per foot; 7 to 1 ft., 13c.
Extension ladders, 15c per foot up.

Lanterns.

Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast, per doz.	6 75
Lift Tubular and Hinge Plain, per doz.	5 40

Japanning, 50c per dozen extra.
Prism globes, per dozen, $1.20.
Lamp wick, 50 per cent.

Lawn Hose.

Competition grade lawn hose, 70 and 5.

Lawn Mowers.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25; 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

Locks and Keys.

Canadian, 45 and 10 per cent.

BLACK DIAMOND
ALEX. McARTHUR & CO.
LIMITED.
MONTREAL.
REGISTERED TRADE MARK

F. J. COX, Winnipeg, Western Agent

Good Profits and Complete Satisfaction
assured every dealer who recommends and sells our high grade

Black Diamond TARRED FELT

In fact, we guarantee it to last as long as the building on which it is used.
A strong selling point aside from its durability is that it keeps the house cool in summer and warm in winter. Investigate at once. Get our prices.
We also manufacture a full line of wrapping papers.

RED S BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

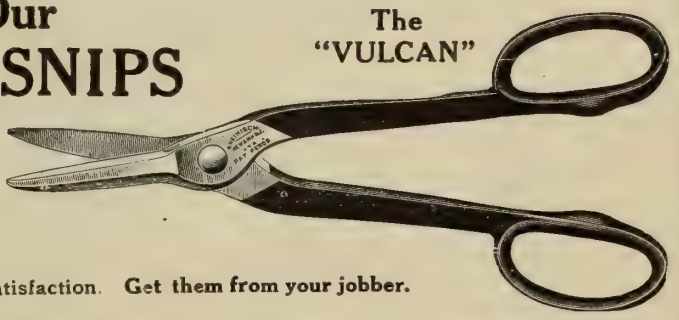
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

The High Quality of Our HEINISCH TINNER SNIPS

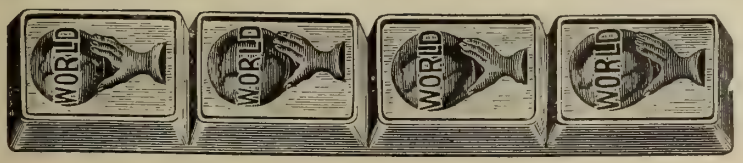
has made them the tinners' favorites. This quality is due to the great care taken in selecting materials and the tempering which is done by experts.
The "Vulcan" Snip is designed especially for cutting curves, all irregular shapes, cornice work and small circles down to 3 inches in diameter.
Recommend them to your customers—we guarantee the highest satisfaction. **Get them from your jobber.**

The "VULCAN"



R. Heinisch's Sons Company
Newark, N.J., U.S.A.

TAILORS' SHEARS
TRIMMERS' SCISSORS



"WORLD" BABBITT METAL

FOR GENERAL MACHINE SHOP, MILL OR FOUNDRY USE
or any place where a good metal is required.

25c. net per lb. Freight paid on 100. lb lots to your nearest railway station.

We know "World" Brand to be a good Babbitt and will give you satisfaction, even if you are paying a higher price.

T. McAVITY & SONS, Limited
ST. JOHN, N. B. and WINNIPEG

Lumbermen's Supplies.

Cant hooks, dozen, from 12 00
Axes, dozen, from 6 50
Axe handles, dozen, from 1 15
Cross cut saws, per foot 0 25 0 43
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

Mallets.

Tinsmiths', 2½x5½ in., per doz.. 1 25
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 8, oak, per doz.... 15 00

Mats.

Wire door mats, standard, 16x24, doz. 9 00

Metal Polish.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in pkge 6 50

Miners Supplies.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lb., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

Mops and Ironing Boards.

Mops, per doz. 1 20 1 50
Folding ironing boards 16 25 18 00

Nails.

	Wire
1—1½ inch	3 30
1¼ inch	3 00
1½—1¾ inch	2 75
2—2¼ inch	2 65
2½—2¾ inch	2 50
3—3¼ inch	2 45
3½—4 inch	2 40
4½ inch	2 35
5, 5½, 6 inch (base)	2 30

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

Oakum.

Plumbers....per 100 lb. 4 50

Oilers.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen..... 10 00
Davidson oilers, 40 per cent.
¼inc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

Plated Goods.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 10; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

Pieced Ware.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

Planes.

Wood bench, Canadian, 40, American, 25 per cent.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

Pliers and Nippers.

Button's genuine, 37½ to 40 per cent.

Plough Lines.

Russian snap .....per gross 36 00
Indian snap ..... " 25 00

Pumps.

Berg's wing pump, 75 per cent.

Razors.

	per doz.
Boker's	7 50 11 00
Boker's King Cutter	.... 15 00
Henckel's	7 50 20 00
Gillette Safety, each	.... 3 75

Star Safety Razor, 33 1-3 p.c.

Rope and Twine.

Sisal rope	0 09¼
Pure Manila Rope	0 13½
"British" Manila	0 10¼
Cotton, 3-16 inch and larger.....	0 24

Russia Deep Sea line, ¼ in. diam. and over, 17; under ¼ in., 18.
Jute, ⅜ and upwards, 10c; under ⅜, 10½c.

Lath yarn, single	0 08½
Lath yarn, double	0 08½
Sisel bed cord, 48 feet, per doz..	0 65
Sisel bed cord, 60 feet, per doz.	0 80
Sisel bed cord, 72 feet, per doz.	0 95

Cotton clothes line, 18 per cent. off.

Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine...	0 26
" " 4-ply twine...	0 30
Mattress twine, per lb.	0 45
Staging " "	0 35

Refrigerators.

Sanderson-Harold, 40 per cent.
Galvanized, 45 per cent.

Rivets and Burrs.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 7½ per cent.
Copper Burrs only, 22½ per cent.
Extras on Coppered Rivets, ½-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.
Tinned Rivets, net extra, 3c per lb.
Coppered Rivets, net extra, 2½c per lb.

Rivet Sets.

Canadian, 35 to 37½ per cent.

Rules.

Boxwood, No. 68, 2 foot, doz.....	1 15
Ivory, No. 1282, 2 foot, each	3 50

Sad Irons.

Mrs. Potts, No. 55, polished, per set	0 80
Mrs. Potts, No. 50, nickel-plated, per set	0 85
Mrs. Potts, handles, japanned, per gross	3 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

Sand and Emery Paper.

Sand and emery paper, 40 per cent.

Sash Weights.

Sectional, 1 lb. each, per 100 lb... 2 25
Sectional, ½ lb., each, per 100 lbs 2 40
Solid, 3 to 30 lbs. 1 55

Sash Cord.

No. 8, per lb. 0 33

Saws.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

Saw Sets.

Canadian discount, 40 per cent.

Screen Doors and Windows

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

Scales.

Gurney Standard, 35; Champion, 50 per cent.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45, Weigh Beams, 30.

Scythe Snaths.

Canadian, 40 per cent.

Screws.

	Per cent.
Wood F.H., bright and steel.85 10 15 2½	
" R.H., bright 80 10 15 2½	
" F.H., brass 75 10 15 2½	
" R.H., brass 70 10 15 2½	
" F.H., bronze 70 10 15 2½	
" R.H., bronze 65 10 15 2½	
Drive screws 85 10 15 2½	
Set, case hardened 60	
Square cap ..... 50 and 05	
Hexagon cap 45	
Bench, wood, per doz. $5 00	
" iron, per doz. 4 25	

Screws (Machine).

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 p.c.

Screw Drivers.

Sargent's, per dozen 0 65 1 00
North Bros., No. 30, per doz. 16 80

Scissors and Shears.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

Shelf Brackets.

No. 140, 65 and 10 per cent.

Skates and Hockey Sticks.

Starr skates, 37½ per cent.
Boker, hockey, 30c upwards; spring
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks, net, $1.50.

Shovels and Spades.

Canadian No. 1 grade, 50 and 2½ p.c. off; No. 2 grade, 55 and 2½ p.c. off; No. 4 grade, 45 and 5 p.c. off.
Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ per cent.

Scoops.

Grade 1, 2, 3, 50 and 5 per cent. off.
Grade 4, 50 per cent. off.

Squares.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

Snaps.

Harness, 25 per cent.

Soldering Irons.

Base, per lb., 28 cents.

Stamped Ware.

Plain, 75 and 12½ per cent.
Retinned, 75 and 5 per cent.
Tinners' trimmings, 75 and 5 p.c.

Sap Spouts.

Bronzed iron with hooks, per 1,000 7 50
Eureka tinned steel, hooks, per 1,000 ..... 8 00

Staples.

Poultry netting, 100 lbs. 5 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 0 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

Stable Fittings.

Dennis Wire & Iron Co., 33 1-3 p.c.

Stove Boards.

Lithographed, 60 and 10.

Stovepipes.

5 and 6 inch, per 100 lengths..... 7 62
7 inch, per 100 lengths 8 18
Nestable, 40 per cent.

Stovepipe Elbows.

6 and 6-inch, common, per doz... 1 22
7-inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, 70 per cent.

Stocks and Dies.

No. 20 Beaver Die Stock 18 75

Stones—Oil and Scythe.

Washita .....per lb.	0 25	0 37
Hindostan ..... "	0 06	0 10
" slip ..... "	0 18	0 20
" Axe ..... "	....	0 10
Deer Creek ..... "	....	0 10
Deerlick ..... "	....	0 25
" Axe ..... "	....	0 15
Lily white ..... "	....	0 42
Arkansas ..... "	....	1 50
Water-of-Ayr ..... "	....	0 10
Scythe .....per gross	3 50	6 00

Tacks, Brads, Etc.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

Tape Lines.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea.	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. each	1 10
Chesterman's Metallic, No. 1821..	1 95
" Steel, No. 1840, 50 ft..	....

Trowels.

Disston's, 10 per cent.

Thermometers.

Tin case and dairy, 75 to 75 and 10 p.c.

Tinners' Snips.

Discount 35 per cent.

Tinners' Trimmings.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

Traps (Steel Game).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

Traps (Rat and Mouse)

	Doz.
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

Vises.

Per pound	0 12 0 12¾
Hinged pipe vise, 25 lbs....	3 55
Saw vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

Washing Machines.

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer...	180 00

20 per cent.

Wringers.

Royal Canadian, 11 in., doz.	47 75
Eze, 10 in., per doz.	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

Wheelbarrows.

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

Whiffletrees.

Tubular steel whiffletrees, 28 in...	0 70
" " " 34 in...	1 00
" " " 36 in...	1 25
" " neckyokes, 36 in....	1 05
" " doubletrees, 40 in..	0 95
" " lumbermens, 44 in..	1 15

Wood Handles.

Second growth ash fork, hoe, rake and shovel handles, 40 per cent.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Carriage neckyokes and whiffletrees, ash 35, hickory, 40 per cent.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 per cent.
All other ash goods, 40 per cent.
All hickory, maple and oak goods, 35 per cent.

Wrenches.

Agricultural, 67½ per cent.

Wrought Iron Washers.

Canadian, 50 per cent.

WINNIPEG HARDWARE QUOTATIONS.

Ax Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

Augur Bits—"Irwin" bits, 47½; other lines, 70 and 10 per cent.

Barb Wire—Lyman 4 pt., $1.86 f.o.b. Fort William; $2.26 per spool of 80 rods f.o.b. Winnipeg; Guidden 2 pt., $1.74 f.o.b. Fort William; $2.12 per spool of 80 rods f.o.b. Winnipeg; Baker 2 pt., $1.73 f.o.b. Winnipeg; Waukegan 2 pt., $1.74 f.o.b. Fort William; $2.12 per spool f.o.b. Winnipeg; Alberta 2 pt., $1.73 f.o.b. Fort William, $2.05 per spool f.o.b. Winnipeg; American special, 2 pt., $1.45 f.o.b. Fort William; $1.73 per spool f.o.b. Winnipeg; plain twist, $2.80 f.o.b. Fort William, $3.20 per 100 lb., f.o.b. Winnipeg; coil spring wire, No. 9, $2.07 per 100 lbs., Fort William; $2.50 at Winnipeg.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3 small lots, 2½; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—$3.15 per keg base. Wire nails, base, $2.80 Winnipeg; $2.35 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates—Half-polish, 6 and 7-inch, $3.40; 8-inch, $3.60; full polish, 6 and 7-inch, $4.25; 8-inch, $4.50.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

Galvanized iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾ oz., $4.80; Queen's Head, 20, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware—37½ per cent.

Grindstones—Per 100 lb., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

Harvest Tools—50, 5 and 5 per cent.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, Black—¼, $2.25; ⅜, $2.30; ½, $3.10; ¾, $3.65; 1, $5.30; 1¼, $7.00; 1½, $8.60; 2, $10.90; 2½, $17.40; 3, $22.85; 3½, $30; 4, $34.35; 4½, $38.80; 5, $43.30; 6, $56.10.

Galvanized—¼, $3.10; ⅜, $3.20; ½, $4.10; ¾, $4.90; 1, $7.05; 1¼, $9.60; 1½, $11.50; 2, $14.80.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$6. Lead Pipe—Full coil, $7.00 per cwt.; cut coil, $8.00 per cwt.

Lead Waste—$7.00.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 9¼c; Pure Manila, 15½c; British Manila, 10¼c; lath yarn, 9c.

Staples—Bright wire, $2.50 f.o.b. Fort William; $2.90, Winnipeg.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ per cent.; No. 3, No. 4, 50 and 2½ per cent.; No. 1 scoops, 50 and 5 per cent.; all other grades, 45 and 5 per cent.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $32 per cwt.

Screws—Bright iron round head, 82½ and 10 p.c.; flat head, 67½ and 10 per cent.; round head, brass, 72½ and 10 per cent.; flat head, brass, 77½ and 10 per cent.; coach, 65 per cent.

Staples—Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

Linseed Oil—Raw, per gal., $1.05; boiled, per gal., $1.08.

Turpentine—Per gal., barrel lots, 80c.

Dry Colors—White lead in ton lots, decorators' pure $8.00; decorators' special, $7.50; in small lots advance price 25 cents per cwt.; red lead, kegs, $6.50; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxides, in casks, 3½c; less quantities, 4c per lb.

Putty—Casks, $2.90 per cwt.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

Paris Green—22 cents per 112-lb.
Paris Green—21½ cents per 112-lb.

JAMIESON'S CROWN and ANCHOR



VARNISH STAINS

LOOK so well and WEAR so well that they delight everyone who uses them.

We would like you to test them against any other stain on the market of whatever name or price. If you will do so we are certain that you will agree with us that they are in every respect

THE BEST

and the price helps too.

R. C. Jamieson & Co.
LIMITED

Established 1858

Owning and Operating
P. D. Dods & Co., Limited
Montreal and Vancouver

MURESCO

30,000,000 POUNDS SOLD IN 1911

WHY?

BECAUSE

It covers more surface and covers it better with one coat than any other similar material on the market.

Of the nature of its ingredients it is highly sanitary.

It does not rub off, crack, peel, blister or show laps when properly applied.

It is so easily applied.

Every lot manufactured is carefully tested before shipping.

Send for Color Cards and Literature.

Benjamin Moore & Co., Limited
TORONTO NEW YORK CLEVELAND CHICAGO

You Can Make Your Paint Department the Busiest of All

This is what every dealer is doing who sells our

"SILKSTONE"

(COPYRIGHT)

FLAT WALL COLOURS



These colors have become extremely popular with housewives, because they can be washed with Castile, or any soap not containing lye, without losing any of its beauty.

Smooth as Silk
Hard as Stone

Is sanitary, beautiful and durable. Is more economical than distemper colors and can be used where distemper cannot.

Send us a trial order at once and *be convinced* as to its selling qualities.

G. F. STEPHENS & CO.

LIMITED

WINNIPEG, - - - - CANADA

Branch at Calgary, Alta.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance:—
2c. per word first insertion.
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required

BUSINESS CHANCES

FOR SALE—ONE NO. 6 OXFORD HOT water boiler, second-hand, $50.00. T. A. Cowan, Brantford, Ont. (35)

A THRIVING HARDWARE AND TINSMITH business for sale, in a town of 400 of a population. Stock about $2,000. Box 696, Hardware & Metal, Toronto. (34)

FOR SALE—ONE NO. 18 TAYLOR-FORBES Western steam boiler. Gross rating 1,000 square feet. In good condition. Used 3 seasons. $90.00. T. A. Cowan, Brantford, Canada.

FIRST-CLASS HARDWARE BUSINESS FOR sale—on C.P.R. main line, Eastern Alberta. Stock $8,000.00. Yearly profits $6,000.00 to $7,000.00. Apply Box 1661, Saskatoon, Sask. (35)

SPLENDID WHOLESALE AND RETAIL business for sale, in one of the finest districts of Western Canada. Write for particulars. H. H. Pigott & Co., Ltd., Winnipeg, Canada. (35)

OLD ESTABLISHED HARDWARE, STOVES and plumbing in Eastern Ontario city; steady increase of sales at good prices; business always showing a good return on investment; exceptional opportunity, stock being particularly well bought. Box 693, Hardware and Metal.

THRIVING HARDWARE BUSINESS FOR sale, consisting of shelf and heavy hardware, stoves, etc. Located in central part of Ontario; three railroads; turnover $50,000; stock $10,000, which is being reduced. Excellent chance to buy at rate on dollar. Retiring from business. Box 618, Hardware and Metal, Toronto. (52tf)

FOR SALE.—A. 1 HARDWARE BUSINESS in good Manitoba town on two lines of railway. Stock $7,000. Terms to suit. Good reason for selling. Apply to Box 692, Hardware and Metal. (32)

H. H. PIGOTT & CO., LTD., BUSINESS Brokers and Financial Agents, 286 Bannatyne Ave., Winnipeg, Man. Businesses bought, sold and traded. Locating advice free. Many years in wholesale trade give us practical knowledge and strongest connections.

HARDWARE—IN THRIVING SASKATCHEwan town on main line of C.P.R. Stock carried $8,000. Turnover $25,000. Will take one-third cash and balance on easy terms, or one-half in good city property. Will rent or sell the store. H. H. Pigott & Co., Ltd.

HARDWARE—IN SOUTHERN MANITOBA town of 1,500 population. Stock $11,000. Fine fixtures, brick store which can be rented. Owners have made their pile and wish to retire. Cash required $6,000, balance arranged. H. H. Pigott & Co., Ltd.

HARDWARE—ON KINDERSLEY BRANCH of C.N.R. Turnover $52,000 on $12,000 stock, with net profit of $8,000. Sales almost entirely cash; $4,000 cash will give you possession of stock, and balance arranged on easy terms. H. H. Pigott & Co., Ltd.

HARDWARE AND CHINA—IN SASKATchewan, on main line of C.N.R. Stock $7,000. Turnover $26,000. Net profits $4,000. No better opening in the West. It will pay you to investigate at once. H. H. Pigott & Co., Ltd.

HARDWARE, FURNITURE AND UNDERtaking—Manitoba business. Stock $7,000. Turnover $30,000, mostly all cash. Owner will rent store. $4,000 will handle stock, and balance can be arranged on easy terms. H. H. Pigott & Co., Ltd.

WRITE US IF YOU WANT TO BUY OR sell. Our booklet, "Business Opportunities and Investments in Western Canada," will interest you. H. H. Pigott & Co., Ltd., Winnipeg, Man. (33)

BUSINESS CHANCES

FOR SALE—A LONG AND WELL ESTABlished hardware business on the best business street in Toronto; good lease of premises; stock and fixtures $9,000.00 to $10,000.00. Satisfactory reasons for selling. Box 695, Hardware & Metal, Toronto. (35)

SITUATIONS VACANT

WANTED—A MAN CAPABLE OF INSTALling furnaces. State wages required. Jno. H. McEwan, Radisson, Sask. (34)

WANTED — RELIABLE EXPERIENCED hardware clerk; good wages and steady employment. A. S. Worthen, Zealandia, Sask. (35)

WANTED — HARDWARE BUSINESS IN Ontario, stock about $5,000.00, in growing town. Box 694, Hardware & Metal, Toronto. (33)

WANTED—GOOD ALL ROUND TINSMITH, will hire or give the tinshop on a percentage. State experience, wages expected, married or single. Steady job to the right man. A. M. Carscadden, Fort Saskatchewan, Alberta. (33)

SALESMAN OF BUILDERS' HARDWARE—must have had some previous experience of estimating from architect plans. Apply by letter, stating experience, age, salary, etc. The James Walker Hardware Co., Ltd., Montreal. (34)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED—A YOUNG MAN OF ABILITY TO take charge of a store in Ontario city of twenty-five thousand, handling electric and gas fixtures, gas ranges and plumbing goods; must be capable of organizing and taking charge of retail portion of business; good chance for advancement. Apply Box 695, Hardware & Metal, Toronto. (33)

IMPORTANT BRITISH COMPANY MANUfacturing high grade protective paints, enamels, varnishes and coatings, contractors to British Admiralty, and leading shipbuilders and engineers, desire to be represented in the Dominion. Director will be in Canada about September, and could interview persons or companies who might do business or take up agencies. Apply XX, care of Hardware & Metal, Montreal. (35)

SITUATIONS WANTED

CLERK SEEKS SITUATION WITH wholesale and retail hardware store; 7 years' sound experience; ambitious, good salesman and stockkeeper. First-class references. Apply Box 697, Hardware & Metal, Toronto. (33)

TRAVELLER HAVING PROVED HIS ABILity by greatly increasing his firm's business in the territory covered and being an aggressive salesman wishes to secure a position with manufacturing concern. Box 668. Hardware and Metal, Toronto. 18—21t

WANTED — MANUFACTURERS' AGENT calling upon hardware and plumbing supply houses in Ontario, Quebec, and Eastern Canada, to handle, on commission basis, the exclusive sale of a high class specialty with an established trade. Former representative engaged in business for himself. In answering, advise age, experience, lines now handling, territory covered, etc. X100, Care of Hardware & Metal, Toronto. (34)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 15 cents postpaid, or two sets for 25c while they last. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white card marked 25c, 50c, 75c, $1, $1.25, $1.50, $1.75, $2, $2.50, $3, $3.50, $5. Dozen in set, per set 25 cents postpaid. Technical Book Dept., 143 University Avenue, Toronto. (tf)

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

Merchants and Salesmen!

Would you be willing to pay $2.00 to hear some of the leading authorities on salesmanship express their opinions on this all-important subject? In

BRAIN-POWER BUSINESS MANUAL

125 Presidents, Vice-Presidents, General Managers, Sales Managers and Star Result Getters, have contributed of their knowledge and experience on such phases of the subject as:—

The Selling Profession.
Education and Training.
Before the Interview.
Getting Interviews.
The Approach.
Selling Talk.
Answering Objections.
Selling Tactics.
Closing Sales.
Cash with Order.
Samples.
Getting the Price.
Credits and Terms.
Cancelled Orders.
Territory.
Long vs. Short Trips.
Finding New Customers.
Salesmen's Relation to House.
Salesmen and Advertising.
Expense Accounts.
Promotions.
Bribes.
Conduct Toward Customer.
Special Tactics.
Character and Conduct.
183 pages, 5¾ x 8¾ inches.

PRICE $2.00

TECHNICAL BOOKS.
143-149 University Ave.
TORONTO

"RUSSWIN" BUILDERS' HARDWARE

We are jobbing agents for the famous "RUSSWIN" line of builders' hardware. Our stock contains the latest and most artistic designs on the market to-day. By selling "RUSSWIN" LOCK SETS you will be in the best position to get the CONTRACTORS' business in your town.

COAL CHUTES

Agents for Manitoba and Saskatchewan for the DOWN DRAFT COAL CHUTE. A large stock always on hand.

THE WINNIPEG PAINT AND GLASS CO. LIMITED
EVERYTHING FOR A BUILDING

WINNIPEG EDMONTON

NEW ERA PAINT

If you are looking

for a paint that will give satisfaction under all conditions, sell **NEW ERA PAINT.** You will find it lasts longer, covers more surface, and holds its color better than any other prepared paint.
There's a steady demand for **NEW ERA** everywhere its merits are known.

WRITE FOR PRICES

Standard Paint and Varnish Co. *LIMITED*
WINDSOR, ONT.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper



Concerning

Fall Painting

The old idea that the paint trade is a Spring trade has been exploded by the fact that paints now move as easily in the Fall. Be prepared this year with a stock of

Ramsay's Paints

and be ready with a line of quality paints that mean repeat orders from every user. Ramsay's Paints are satisfaction makers.

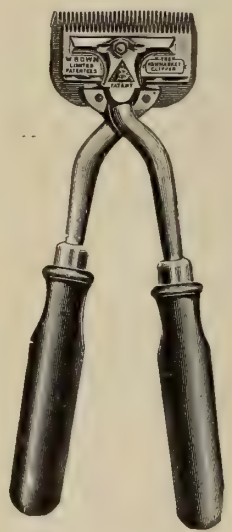
Let's get together on an agency basis. Write us early.

A. Ramsay & Son Co., Montreal

Paint Makers Since '42

Western Distributors—Revillon Wholesale, Limited, Edmonton; A. McBride & Co., Limited, Calgary; F. R. Begg & Co., Limited, Vancouver.

116



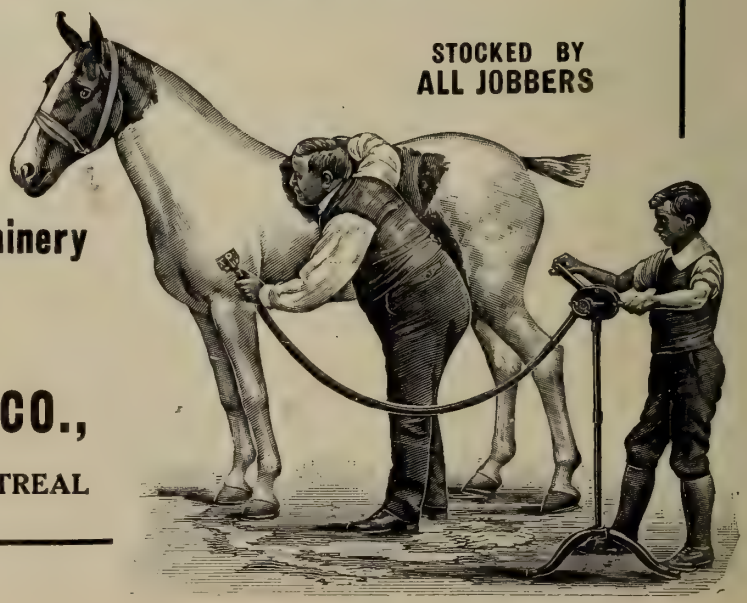
THIS IS THE ORIGINAL

NEWMARKET CLIPPER

MADE BY BURMANS

Horse Clippers
Barber Clippers
Power Clippers
Sheep Shearing Machinery
Clippers of All Kinds

STOCKED BY ALL JOBBERS



B. & S. H. THOMPSON & CO., LIMITED

Sole Agents for Canada — MONTREAL



There are good materials in Sherwin-Williams Varnishes

The best varnish makers that live cannot make good varnish from poor materials. Quality varnish must be made from the best materials, in the right way, by men who know how.

The superiority of S-W Varnishes is due in part to the materials we use. Take, for instance, the varnish gums. We are not dependent upon the local markets for our supply, but import varnish gums direct, unsorted. We are thus always sure of the quality. By sorting them ourselves, we establish our own grades and are able to use at all times the same quality and grade for each varnish.

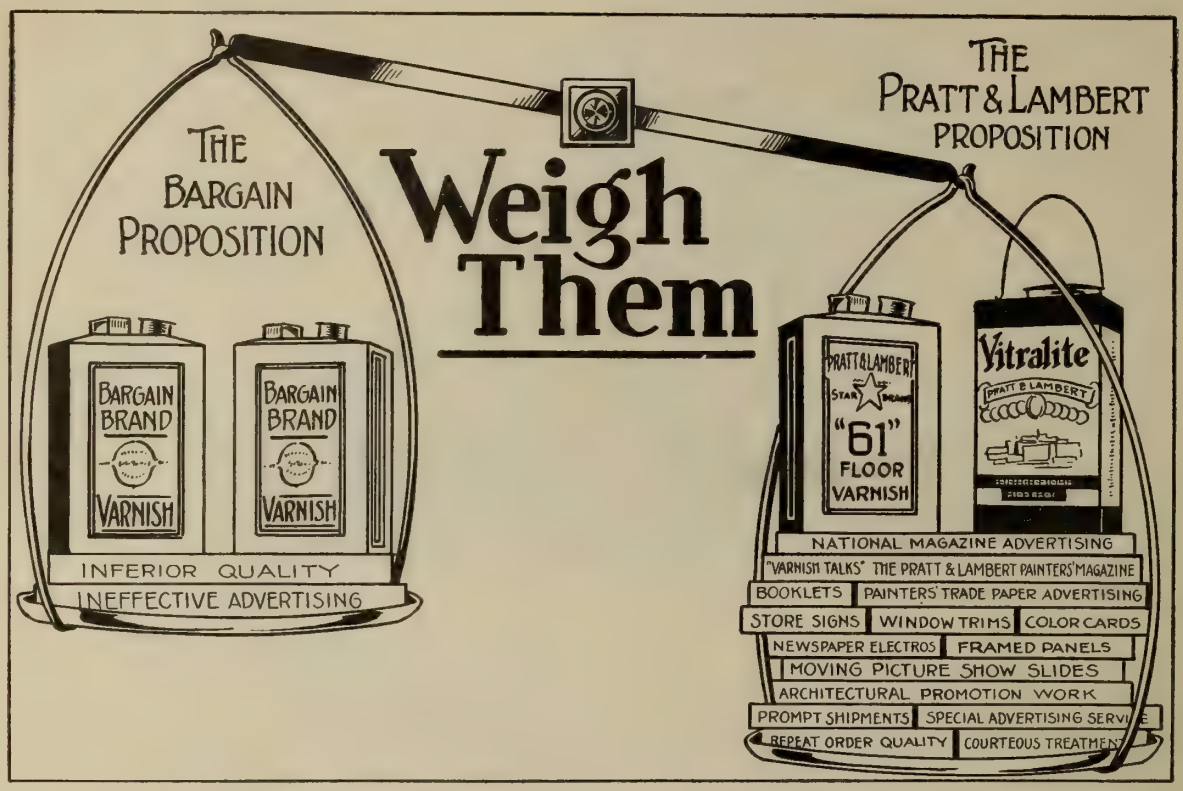
Such advantage means much to you, as quality is of supreme importance in building a varnish trade that endures. Write to-day for further particulars.



SHERWIN-WILLIAMS PAINTS & VARNISHES



Address all inquiries to *The Sherwin-Williams Co. of Canada, Limited,* Montreal, Toronto, Winnipeg, Vancouver.



Weigh the Pratt & Lambert proposition with other varnish propositions from *every* standpoint.

Weigh, *quality*. Consider what Dexter Bros. Co., Boston, Mass., say. "We have given you the benefit of the larger portion of our varnish business for *more than forty years,* and naturally would not have done so, if your goods were not of such uniformly hi gh quality that they have always given our customers that satisfaction which they have a right to expect."

Weigh, *co-operation*—every conceivable kind of varnish selling assistance. Waggener Paint & Glass Co., Kansas City, Mo., say, "Your splendid advertising has made your goods *easy* to sell.

Weigh, *sales*. Consider what Fred Nesemann & Co., Baltimore, Md., say, "The number of gallons of your goods sold during 1911 *far exceeded our expectations.*" Ainslie Martin Co., Inc., Lynchburg, Va., say, "During 1911, we more than doubled our former annual varnish sales."

And, it's on large annual sales that the real profits on Pratt & Lambert Varnishes come in—not an exorbitant profit once in a while, as on unknown, inferior varnishes, but a fair profit on *sale after sale.* Weigh, *profit.*

Write for our interesting selling proposition.

PRATT & LAMBERT, INC.

VARNISH MAKERS

24 COURTWRIGHT STREET, BRIDGEBURG, ONTARIO

Factories:
NEW YORK BUFFALO CHICAGO
LONDON PARIS HAMBURG
BRIDGEBURG, CANADA

The P's and Q's of the Paint Store Man

"If you would succeed you must mind your Ps and Qs."
"Quality" and "Profit" trip up too many business men.
They get profit too high, quality too low, and won-
der what was wrong when the crash comes.



MARTIN-SENOUR PAINT 100% PURE

is a real business insurance. Its quality and
a reasonable profit will make your business boom.
The dealers who know say so. Write today for the proof
and our proposition to insure your business the same way.

THE MARTIN-SENOUR CO., Limited
Pioneers of Pure Paints
MONTREAL CHICAGO WINNIPEG LINCOLN

IT MAY SEEM STRANGE

But it is none the less true, that no dealer ever gives up handling DOUGALL VARNISH.

It does not take long to prove that Dougall Varnish will please your customers and bring increased business to your store. This is because it is scientifically made from pure materials and properly aged.

Another reason is that it is

THE VARNISH THAT LASTS LONGEST

The Dougall Varnish Company, Limited

305 Manufacturers Street, Montreal, Canada

J. S. N. DOUGALL, President. Associated with MURPHY VARNISH CO., U.S.A.

The name "YALE" helps make the sale

YALE



This book will tell you about many ways to increase sales, and if you haven't a copy, ask us to send it to you. It is free.

PROBABLY no other manufacturing company in the world gives its dealers so much direct sales-building help as do the makers of Yale Products:

Yale Locks and Latches
Yale Padlocks
Yale Door Checks
Yale Builders' Hardware

First: Through our extensive advertising in the national magazines, we awaken a real public interest in the Yale Products you sell.

Second: We give you newspaper advertisements, all set up and ready to print, for you to use in your local papers, telling your own immediate buying public that your store is the place for them to find the Yale Products which they have seen advertised in the magazines.

Third: We give you carefully designed and attractive window-displays—displays that are proven sales-makers.

Fourth: We give you booklets and leaflets for distribution on your counters or mailing to prospective customers. These booklets describe and illustrate the Yale Products you have in stock.

And all this service costs you nothing, if you stock Yale Products in sufficient quantity to justify its use.

Write our Dealers' Advertising Service for booklet, "On getting yours," which contains a little timely talk on "Your local paper" and other matters.

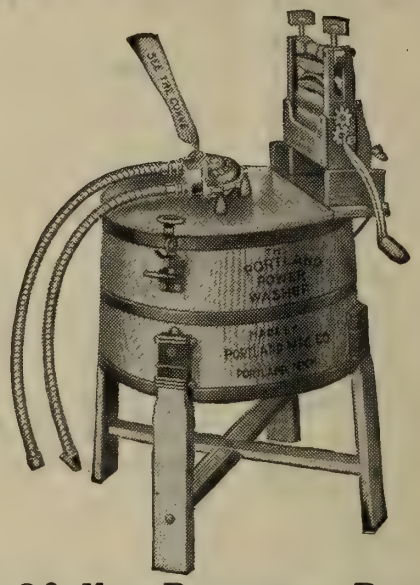
Canadian Yale & Towne Limited

Makers of YALE Products in Canada: Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists

General Offices and Works, St. Catharines, Ont.

C 84-2

FROM STOCK



Only 20 lbs. Pressure Required

The Supreme Test

The supreme test of a Washer's worth is the way the Washer washes. Try it out with the Dirty Shirt test. Take an unusually dirty but originally white shirt, run it through the Portland Water Power Washer, and you'll find that the shirt itself is not only perfectly clean (provided, of course, that the dirtiness of the shirt isn't due to paints, etc.), but that the neck and wrist bands too are spotless.

The Portland is a trouble-less washer—it relieves all washer worries.

Made complete in our own factories—washer, motor, and furniture finished tub.

If you're looking for a quality washer that's really worth while get after your hardware jobber, or write direct to us.

HENDERSON & RICHARDSON

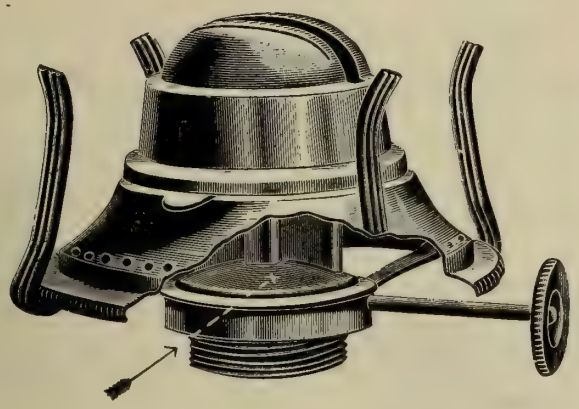
Formerly J. A. HENDERSON
Board of Trade Building, MONTREAL

SOLE CANADIAN AGENTS FOR

PORTLAND MFG. CO., - Portland, Mich.

The Largest Manufacturers of Washing Machines in the World

BANNER
TRADE MARK.



HIGHEST IN PUBLIC FAVOR

A quarter of a century of favorable service has made

"BANNER" BURNERS

the recognized standard of excellence.

Many burners with so-called improvements are a positive menace to their users.

Can you afford to be identified with these? Your stove is judged by what you sell. Banner Burners ensure safety and satisfaction to your customer, and a good profit to you.

LOOK FOR THE COVERED BASE

A sure prevention from fire arising from the oil-soaked collection of dead insects, charred wick ends, etc., found in other burners.

SOLD UNIVERSALLY AND BY ALL JOBBERS

Ontario Lantern & Lamp Co., Limited

HAMILTON, ONTARIO

BRANCHES:

MONTREAL, P.Q.
30 St. Dizier St.

WINNIPEG, MAN.
56 Albert St.

MAKE MORE MONEY

by featuring the line of varnishes that has made good the world over—



INTERNATIONAL

Varnish and Varnish Specialties

Sterling Quality is put into every "International" Can before the label is attached, and the dealer is assisted by our co-operation in the form of original and forceful selling helps.

Here are some of our leading lines that have been recognized as the standards of good quality for over 40 years:

TRADE ELASTICA MARK — **Floor Finish**

TRADE MARK FLATTINE — **Finishes**

LACQUERET HOUSEHOLD LACQUER — **House Lacquer**

TRADE KLEARTONE MARK — **Stains**

Satinette — **White Enamel**

Get details of our proposition.

K16

TORONTO INTERNATIONAL VARNISH CO. LIMITED WINNIPEG

Canadian Factory of STANDARD VARNISH WORKS

NEW YORK CHICAGO LONDON BERLIN BRUSSELS MELBOURNE

Largest in the world and first to establish definite standards of quality



"ONE MINUTE" Washers and Wringers

Imitated in Construction—Unequalled in Quality

This machine will increase your washer profits. It contains all the qualities that are essential to make it the most satisfactory to both dealer and user.

Communicate with us NOW and get full particulars—it will pay you

ONE MINUTE WASHER CO., TORONTO

MacKENZIE BROS., Winnipeg, Man., Sask. and Alberta
CANADA STOVE AND FURNITURE CO., Montreal



THE LOOP-LOCK ROPE BUCKLES

Best for Horse or Cattle Ties, Rope Traces, Hay Ropes, Tow Ropes, Tent Ropes, Hammock Ropes

Canadian Rope Buckle Company, Hamilton, Ont.

If Your Jobber Cannot Supply You Write Us Direct



Mechanical Drawing

By Ervin Kenison, S.B.

Instructor in Mechanical Drawing, Massachusetts Institute of Technology

176 pp., 140 illus. Cloth binding. Gives a course of practical instruction in the art of Mechanical Drawing, based on methods that have stood the test of years of experience. Includes orthographic, isometric and oblique projections, shade lines, intersections and developments, lettering, etc., with abundant exercises and plates.

Price, $1.00

MacLean Publishing Co.
Technical Book Dept.
143-149 University Ave., Toronto

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

MAPLE CITY OILERS



No. 600 A A
Wide Mouth

We manufacture the most complete line of oilers made in America, including Pump, Engineers', Machinists', Mowing Machine and Railroad Oilers, Tallow Pots, Engineer Sets, Torches, Lamps, etc.

MAPLE CITY MFG. CO.

MONMOUTH, ILLINOIS, U.S.A.

THE CORONA ROASTER

Is a splendid YEAR ROUND SELLER



JUST WHAT EVERY HOUSEWIFE NEEDS

The hard, glossy enamel is as easily kept clean as a dinner plate—no seams or creases. The double jacket is made all of the single piece of steel. Stock a few of these roasters—display them in your window and see how quickly you will sell them. Our card guaranteeing it to the purchaser goes with every roaster. We help sell them by supplying you with advertising matter.

Stock a trial order at once.

The Enterprise Enamel Co., Bellaire, Ohio



WRITE us to-day about our NEW SELLING-PLAN. It means bigger varnish profits for you.

Make Berry Brothers' Label one of your own business assets by carrying a representative stock.

Some one dealer in every business center can get the bulk of the varnish trade and add a real asset to his business by taking hold of Berry Brothers' line in the right way.

The right way is to make every can on your varnish shelves a Berry Brothers' Can.

Concentrate.

Specialize.

Carry the one good line and know it perfectly, as you can with Berry Brothers' Goods. From Shellac all the way through, each item has the quality, uniformity, reliability and reputation you need.

BERRY BROS. Ltd.

The World's Largest Varnish Makers

WALKERVILLE, - ONTARIO

WRITE us to-day about our NEW SELLING-PLAN. You ought to know what it means for you.



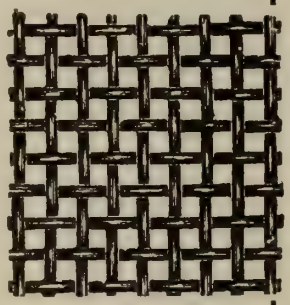
GOODS THAT LAST

WHEN YOU ARE IN THE MARKET FOR

Wire Cloth

Perforated Sheet Metals
General Wire and Iron Work

Consult us. We have goods that have a clean record, ensuring the buyer his money's worth and the dealer a good profit.



Do not hesitate about sending us your order or specify our goods when ordering through your Jobber.

Have you a copy of our new catalogue?

Canada Wire and Iron Goods Company
HAMILTON, ONT.

We Specialize in all kinds of Steel Cells, Steel Work, Etc., for Prisons, Jails and City Lockups.

Enthusiasm

To sell goods and make profit you must develop this quality. Home made goods always did make you feel that way. That is why so many hardwaremen throughout Western Canada are selling our

METAL CEILINGS, SHINGLES, SIDINGS AND CORRUGATED IRON

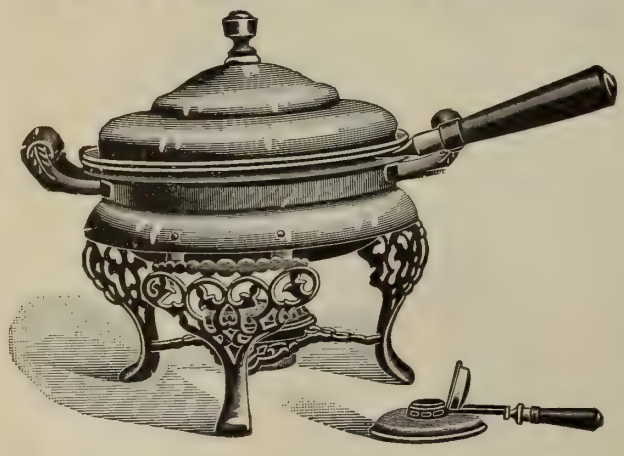
and making nice profits.
They have seen them made. They know they are right. They can get them in a hurry.
All these things will be at your service when you hook up with us.

WRITE TO-DAY.

Winnipeg Ceiling and Roofing Co.
P.O. Box 2186 H. Winnipeg, Man.

Choice Chafing Dishes

ALWAYS MAKE ACCEPTABLE PRESENTS



Made in Silver and Nickel Plate, capacity three pints. Patent asbestos forced draught lamp with each dish, or peerless regulating lamp. Handles of rubberoid or staghorn.

Ask for Catalogue.

The Buffalo Mfg. Co., Buffalo, N.Y.
Canadian Representatives
H. F. McIntosh & Co., 28 Toronto Street, Toronto

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The
R. McDougall Co., Limited
GALT, CANADA

LONDON
HIGH GRADE

Never Varies in Quality and Toughness

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

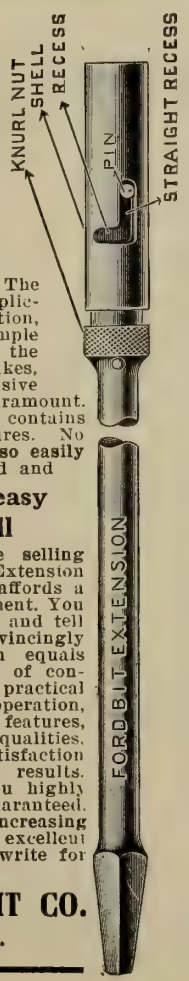
Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

London Rolling Mill Co., Ltd.,
LONDON - - CANADA

Sales Agents, Ontario, Baines & Peckover, Toronto. Manitoba, Bissett & Loucks, Ltd., Winnipeg.

BAR IRON

Show your Customers This Up-to-Date Bit Extension



The Ford Bit Extension is not to be classed with the ordinary Extension — Clumsy, hard to work and in general unsatisfactory. The Ford is a model of simplicity—simple in construction, simple to adjust and simple to use. It embodies the best points of other makes, and has several exclusive features that make it paramount. No other Bit Extension contains so many practical features. No other can do the work so easily nor as well as the Ford and

No other is as easy for you to sell

For the Ford has more selling points than any other Extension and each Ford feature affords a convincing selling argument. You can hand a man a Ford and tell him positively and convincingly that no other extension equals the Ford in simplicity of construction, number of practical advantages, facility of operation, time and labor saving features, convenience, wearing qualities, and in the ultimate satisfaction desired through better results. The Ford comes to you highly recommended, fully guaranteed, and with a steadily increasing demand. We have an excellent proposition. Will you write for circulars, prices, etc?

FORD AUGER BIT CO.
Holyoke, Mass.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

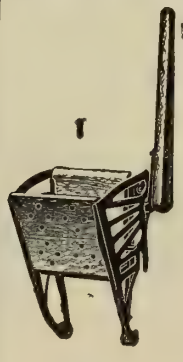
Look For This Trade Mark





Then Buy The "White" Mop Wringer







WHITE MOP WRINGER CO.
FULTONVILLE, N.Y.



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

High Grade Cutlery—Electro-Plate and Solid Nickel-Silver Flatware



No. 411.—LEONORA PATTERN

A most artistic design that will afford you some conception of the choice lines that we manufacture. Every dealer is authorized to make good our guarantee.

McGLASHAN, CLARKE CO., LIMITED - - Niagara Falls, Ontario

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont. BENJ. ROGERS, Charlottetown, P.E.I.

Dealers!

HERE'S YOUR CHANCE TO MAKE A SPLASH.

This Mantel or any of our "70" different designs, fitted with our Electric Grate requires no chimney, therefore anyone building a house can have a Mantel complete for less than the actual cost of a chimney.

Write for the "dope"—Your contractors will fall for it.
Don't forget—We have the best line of Gas and Coal Grates in the country.



The Barton Netting Co., Limited

38 Ouelette Avenue, Windsor, Ont.

Our Motto—"QUALITY"

"THERMO" The Washer

Easy to Sell

That makes the Washday Bright



Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.

THE LONDON FOUNDRY CO., LTD., LONDON, CANADA

F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto; MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



Brockville, Ont., Jan. 23rd, 1910.
Messrs. J. W. Harris Mfg. Co., Ltd.,
129 Sanguinet St., Montreal.

Dear Sirs:

Enclosed you will find my cheque to cover account of the last of the many of your "J. W. Harris Rotary Ventilators," which I have installed here, and I have much pleasure in saying that in every case they have given perfect satisfaction.

Yours truly,
W. H. HARRISON.

Made by

The J. W. Harris Mfg. Co., Ltd.

Contractors

Montreal

WARE MFG. CO. LTD.
OAKVILLE
PURE ALUMINIUM WARE
"WILL OUTWEAR ANY WARE"

"OAKVILLE" PURE ALUMINIUM COOKING UTENSILS

Each article made from a single piece of Aluminium. No cracks or seams, will not scorch or burn. Heat passes through aluminium two or three times as fast as through tin or iron, cooking food more quickly. Highly polished finish, making excellent displays on shelves or windows. **Their fine appearance, backed by their finer quality, make them quick sellers.**

Our Guarantee—*If the goods are not satisfactory, return them at our expense and we will return your money, or credit your account.*

WRITE FOR TERMS AND FULL PARTICULARS. PROMPT SHIPMENT.

THE WARE MFG. CO., LIMITED, Offices: 220 King St. W., Toronto Factory at Oakville, Ont.

AMERICAN GRINDERS Are Real Trade-Winners

This Grinder is particularly adapted for purposes where a very compact yet powerful grinder is needed. Just the thing for a carpenter's tool chest and private shops, as well as hundreds of occasions of like nature.

When the grinder is assembled a quantity of high grade oil is placed into the case so that the machine can be used indefinitely without oiling.

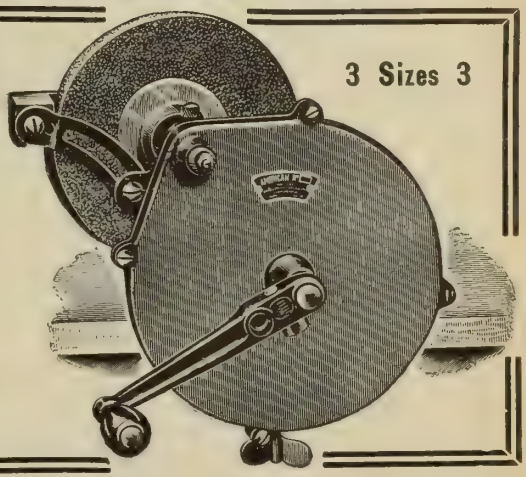
The gears run in this oil path, further causing them to operate noiselessly without friction, and with elimination of excessive wear.

Stock it at once—we guarantee good results.

A card will bring circulars and prices by return mail.

Three sizes. 4-6-7-Inch Wheels, Corundum or Carborundum.

3 Sizes 3



The American Grinder Mfg. CO., MILWAUKEE, WIS., U.S.A.

Merchants' Hardware Specialties Co., Ltd. CALGARY ALTA.

AGENTS WESTERN CANADA







W. & B. Wrenches Give Longer Service Economy



In manufacturing "W. & B." Wrenches we begin right by using only carefully selected steels for this special purpose.

Then the various manufacturing processes of forging, milling and finishing are given the most critical attention.

The result is true wrench economy that may be found in the most complete line of wrenches in the world.

Just ask your jobber for **"W. & B." Wrenches** and see that "W. & B." Diamond Trade Mark is stamped on each one.

The Whitman & Barnes Mfg. Co.

Established 1854

ST. CATHARINES, - - - ONTARIO

Stocks carried at Winnipeg and Montreal

Tools of Quality

Trade W B Mark

Bear These Marks



Tools of Quality

Trade W&B Mark

Bear These Marks

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895

Special Grand Prize

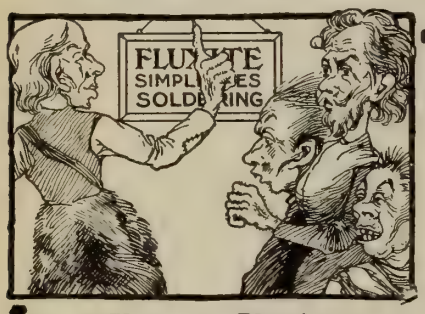
GOLD MEDAL

Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Plumbers and other mechanics **will** have

FLUXITE

the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

Easy to use. Easy to sell.

Of the Jobbers and Factors in small and large tins. Remember it in your indents.

Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.

General Representatives: SAYWELL'S SALESMEN, 61 Albert Street, Winnipeg.



MAXWELL'S "BLUE BELLE"

is a remarkably quick-acting, easy-working, reciprocating washer. When the tub moves in one direction the rubber board revolves the opposite way. This double action, which is found only on Blue Belle machines, is a great time saver. Double re-acting springs and ball-bearings assist in making easy motion. Tub is oak grained and angle-steel frame is finished in aluminum.

Write for Catalogue of Washers

DAVID MAXWELL & SONS, ST. MARY'S, Ont.

McKinnon Electric-Welded Coil Chain



McKinnon Swell-Weld Coil Chain

25% More Weld = 25% More Strength = 25% More Wear

MADE IN CANADA

Perfect Stock + Perfect Welding = Perfect Product



See The Swell?

MADE BY

Sales Office: BUFFALO, N.Y.

McKINNON CHAIN COMPANY

Factory: ST. CATHARINES, ONT.



Quality Did It.

Back in 1864 the Nicholson File Co. started making files with an output of 100 dozen a day to supply a local market. At the present time the files made by the Nicholson File Company sell at the rate of 16,000 dozen a day, and the market is the whole civilized world.

These are the well-known brands made by the Nicholson File Co. in Canada.

"American"
"Arcade"
"Great Western"
"Globe"
"Eagle"
"McClellan"
Kearney & Foot
"J. B. Smith"

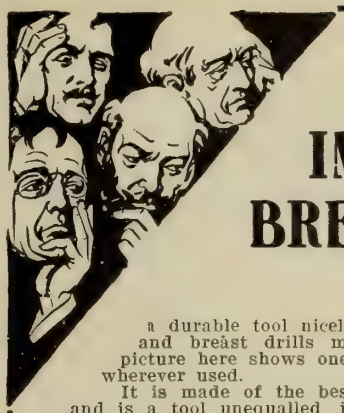


All steel used in Nicholson Files is made strictly according to our own specifications which have been adopted after many years of experiment. And we use different grades of steel for different kinds of files. As a result Nicholson-Made Files are the fastest cutting tools of their kind in the world.

Your Jobber Can Supply You

NICHOLSON FILE CO.

PORT HOPE - ONT.



Thinkers Decide in Favor of The

IMPROVED BREAST DRILL

No. 12

a durable tool nicely finished. Of the many hand and breast drills manufactured by this firm, the picture here shows one that has proven most popular wherever used.

It is made of the best selected material throughout, and is a tool unequalled in its class for efficiency and durability.

It is ball bearing with cut gears, changeable from even to a speed of about 3 to 1.

The handles are of cocobola, and the stock and chuck are nickel-plated.

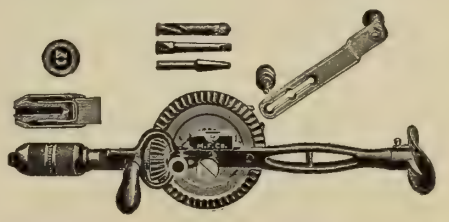
It has an adjustable crank and above the handle there is a level attachment which shows when the tool is being held true.

A thoroughly efficient tool in every respect, and one that will give long, satisfactory service.

Have you read our instructive book, "Tool Practice"? Send for a FREE copy.

MILLERS FALLS CO.

28 Warren Street, New York





Now is the Time

to Stock

Fruit Picking LADDERS

This is a splendid single ladder built especially so as to meet the requirements of all fruit growers. It is easily placed in the branches of the trees, making the gathering of fruit more pleasant.

Made from clear, well seasoned stock with Rock Elm rounds, by skilled workmen, with the aid of the latest improved machinery. These ladders have the holes bored at the proper angle to conform to the spread of the ladder, removing all strain and danger of springing the ladders.

Made in 8, 10, 12, 14, 16, 18, 20, and 22 ft. lengths.

The Stratford Mfg. Co.

Limited

STRATFORD .:. ONTARIO



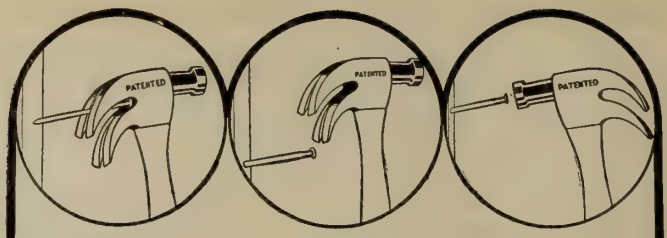
"I Tell You It's A Great Saw"

The best advertisement for your store is a satisfied customer. The carpenter who buys a

SIMONDS SAW

and is pleased with his purchase returns again to give you more of his trade. This is one sure way to gain friends among the best buyers. Each Simonds Hand Saw is fully warranted, and you are absolutely protected against loss in selling it.

Simonds Canada Saw Company, Limited
MONTREAL, P. Q.
St. John, N.B. Vancouver, B.C. In the U.S.—The Simonds Mfg. Co.



Strike Lift Drive

Double Claw Hammer

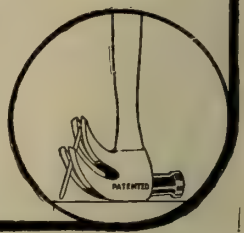
Nails Higher Without Strain. Worth ten times more than the Common Hammer, costs three times more to make. Spend a little more for the tool and Save Money.

Get it of your Canadian Jobber

Start Out



Pulls the nail out straight without a block



If you want to handle

WIRE NAILS

of superior quality, consult us at once.



We are in a position to meet every requirement, as we have the latest machinery, which turns out perfect nails—these nails are guaranteed to be full weight. For baling purposes, we recommend our Baling Wire and Bale-Ties as the best that can be secured on the market.

SEND US A TRIAL ORDER.

THE LAIDLAW-BALE TIE COMPANY, LIMITED
HAMILTON - ONTARIO

HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B.C.

THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout
Six-Inch Stroke



This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

WRITE FOR OUR BIG FREE CATALOGUE.

The Aylmer Pump & Scale Co., Limited
AYLMER, ONTARIO

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality

TRADE 

MARK

The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY

HAMILTON, - ONTARIO

PIONEERS IN THE PACKING BUSINESS

Tinned Sheets

ALL GRADES

M. & L. Samuel, Benjamin & Co.

CORNER KING STREET AND SPADINA AVENUE

Toronto

BEAR BRAND LAMP BLACKS

Whenever you see this mark on LAMP BLACK there is ABSOLUTE PURITY

We are the largest manufacturers of LAMP BLACKS, IVORY BLACKS, BONE BLACKS, DROP BLACKS, MINERAL BLACKS and CEMENT BLACKS in the world.

This has been entirely due to the CONSISTENT HIGH QUALITY of our products.

WRITE FOR SAMPLES AND PRICES.

SOLD BY MOST WHOLESALE HOUSES.

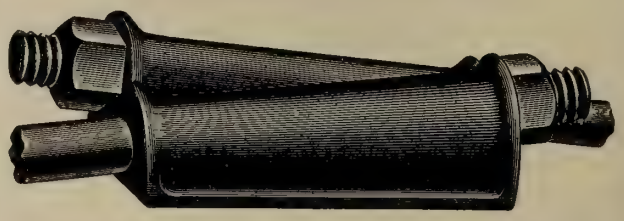
WILCKES MARTIN WILCKES CO.

NEW YORK, N.Y., U.S.A.

Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.

1 Lb. Germantown Lamp Black

TANK LUGS



For Round Rods, also Flat Bands on Silos, Tanks, Penstocks, etc. **Malleable Iron,** best quality, all sizes.

OTTERVILLE MANUFACTURING CO., LIMITED

OTTERVILLE, ONTARIO

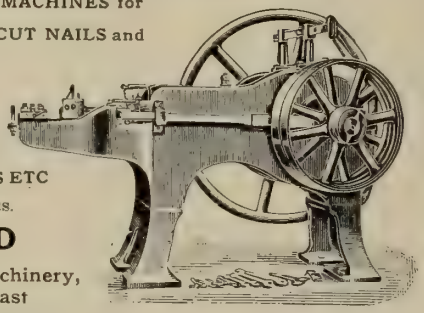
MODERN WIRE MACHINERY

COMPLETE PLANTS FOR WIRE DRAWING, NETTING, WEAVING

Complete Plants for making ELECTRIC WELDED CHAIN

Up-to-date AUTOMATIC MACHINES for making:

BOLTS, COTTER PINS, CUT NAILS and TACKS, FURNITURE SPRINGS, HINGES, NAILS, RIVETS, SCREWS STAPLES, WIRE NAILS QUADRANGULAR MESH WIRE NETTING WIRE STRAIGHTENING and CUTTING MACHINES ETC



RIVET PRESS

SEND YOUR ENQUIRIES.

ED. BRAND

Specialist in Wire Machinery,
472, Moss Lane, East

Manchester - England

Cable Ad: 'Filieres, Manchester'

Code used--A.B.C., 5th Edition

Cap Screws, Set Screws, Studs

Special Milled Work

Cold Pressed Nuts

Uniform Product, Accurately Machined

Canada Foundry Company

LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO	VANCOUVER
OTTAWA	CANADA	ROSSLAND

BLACK JACK

QUICK
CLEAN
HANDY



TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—
3 doz. in case

BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER, METAL SPINNINGS

150,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.

HAMILTON, ONT.

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

ARE YOU ALIVE

To the possibilities which a **Want Ad.** in **Hardware and Metal** holds for **you?** Do you know that for a few cents you can gain the attention of **every** hardware retailer, wholesaler, manufacturer and clerk in Canada?

RATES: payable in advance.
2c. per word first insertion.
1c. per word subsequent insertions.
5c. extra if box number is desired.

Hardware and Metal

TORONTO - MONTREAL - WINNIPEG

LOOK AT THIS CAN OPENER

Strongly made from the best materials.



The very latest pattern and very easy to sell.

SMITH HARDWARE CO., Limited 240 LEMOINE STREET MONTREAL

"NEW IMPERIAL" CYCLES AND MOTORS



World's best value. Over 2,000 "New Imperial" cycles being now ridden in Canada. Write for full particulars.

Special Models for Canada.

Wholesale Agents: Humphries Bicycle and Motor Co., Toronto. Henderson & Richardson, Board of Trade Bldg., Montreal.

Sole Makers: **New Imperial Cycles, Ltd., Birmingham, Eng.**

Established 25 Years.

SCREW AND STRAP HINGES

for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread. Get our prices.

NUTS

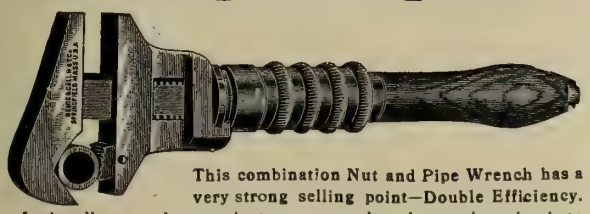
We can ship immediately from stock, Square and Hexagon Sizes for bolts up to 1 1-2 inches thick.

Send us your orders



LONDON, CANADA

A Strong Selling Point



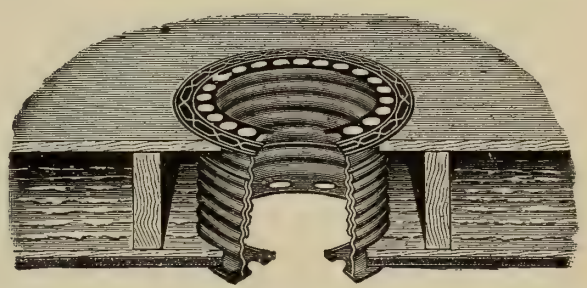
This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.

Springfield, Mass., U.S.A.

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co. LTD. PRESTON & MONTREAL

Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

¶ "He must know before he begins it that he must spend money—lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufactures to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

BABBITT METAL.

SPOONER'S No HOT BOXES
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET, - QUEBEC

CHAPLETS.



ERIE GREY IRON
CHAPLETS
All Foundry Supply Jobbers.
S. Cheney & Son, Manlius, N.Y.

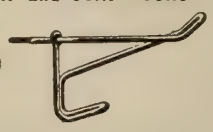
CLIPPERS.



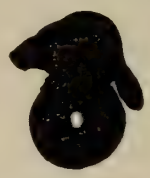
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street

COAT HOOKS.

Ask your Jobber for
GOLD COIN WIRE HAT and COAT HOOKS
Made by
JAMES & REID
Perth, Ont.



EMERY WHEELS.



Canadian Hart Wheels
442 Barton St. East, Hamilton
Corundum and Emery Wheels
Grinding Machines, Beaver
Oil Stones.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.
WRITE FOR SAMPLES AND PRICES
Raymond Bros., London, Ont.

IRON.

IRON and STEEL
OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.
David C. Mitchell & Company,
118 Queen Street, Glasgow, Scotland.

MANUFACTURERS' AGENT.

Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents, Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
St. Nicholas Bldg., Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

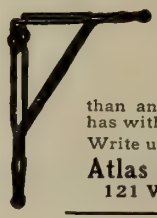
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates,

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution

BRACKETS.



The Atlas Bracket
This bracket brings you a larger profit and is better than any on the market. Our 5 x 7 has withstood a test of 500 lbs.
Write us for samples and prices to-day.
Atlas Manufacturing Company
121 Water St., New Haven, Conn.

HARDWARE SHELF BOXES

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL
HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

A want ad. in this paper will bring replies from all parts of Canada.

Send For Our New Catalog
Most complete line of
SCREW DRIVERS AND SMALL TOOLS
PIONEER TOOLS
The Southington Mfg. Co., - Southington, Conn.

TOOL HOLDERS



Armstrong Bros. Tool Co.
106 N. Francisco Ave., Chicago, U. S. A



HERCULES
SASH CORD

BUY THE BEST
Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine
For Sale by All Wholesale Dealers

A want ad. in this paper will bring replies from all parts of Canada.



The INFALLIBLE GLAZIER'S DIAMOND
Just the Tool for Inexperienced Glass Cutters
Made by
A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

Sharratt & Newth's Glaziers' Diamonds
are unequalled for cutting and wearing qualities.

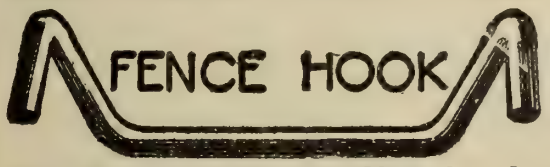


To be obtained from Dealers in Glass, Hardware and Painters' Supplies.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*

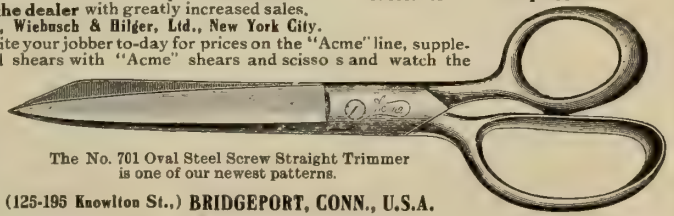


WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE. OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

"ACME" are the strongest and sharpest low-priced Shears and Scissors on the market.

Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why are 30,000 pairs of Acme Shears sold daily to-day?
Because "Acme" on a shear or scissor spells **satisfaction** to the **customer** at a **low price** and a **handsome profit to the dealer** with greatly increased sales.
Special Representatives, Wiebusch & Hilger, Ltd., New York City.
MR. DEALER: Write your jobber to-day for prices on the "Acme" line, supplement your high-priced shears with "Acme" shears and scisso s and watch the gratifying results.
Jobbers should write for our W-2 Catalogue, illustrating the most complete line of shears and scissors manufactured.

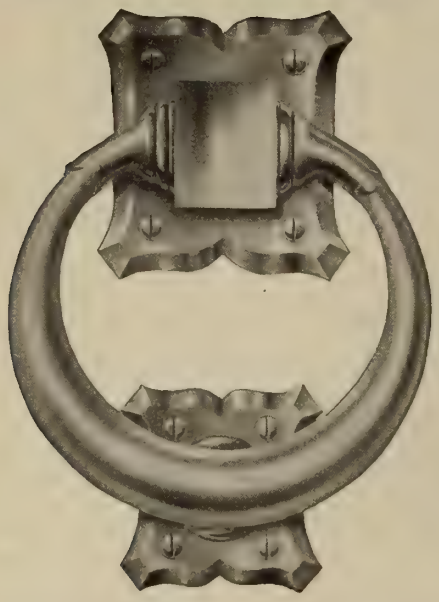


The No. 701 Oval Steel Screw Straight Trimmer is one of our newest patterns.

THE ACME SHEAR CO., (125-195 Knowlton St.,) **BRIDGEPORT, CONN., U.S.A.**

PEASE HEATING SYSTEMS
WRITE FOR CATALOGUE & PRICES
PEASE WALDON CO., Limited WINNIPEG
PEASE FOUNDRY COMPANY LIMITED TORONTO
PEASE PACIFIC FOUNDRY, Limited VANCOUVER

Peterboro Hardware



Door Knockers add greatly to the appearance of a door. They are rapidly coming into vogue. Peterborough Door Knockers supplied to match any of our designs. A sample on your show cases will interest customers.

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH, ONT.

WINDOW GLASS

Prompt import from Belgium, Chancel Glass, Plate Glass, Colored Glass

B. & S. H. Thompson & Co.
LIMITED
MONTREAL, QUE.

Why not make 1912 the most profitable saw year in your history?



ATKINS STERLING SAWS
MADE IN CANADA

THEY are Quality Saws. They appeal to the best mechanics and are backed up by an aggressive advertising campaign that pays. Write us for full information. It will cost nothing to at least investigate the merits of this important line. Address

E. C. ATKINS & CO.,
MAKERS OF STERLING SAWS
HAMILTON, ONTARIO

Vancouver Branch, 109 Powell St.
U.S. Factory, Indianapolis, Ind.

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

MYERS
PUMPS

We manufacture all kinds of PUMPS, HAY UNLOADING TOOLS and BARNDOOR HANGERS that are serviceable, durable and reliable. You never fail to get QUALITY when buying "THE MYERS."

F. E. MYERS & BRO.
ASHLAND, OHIO
J.H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

ERMALINE COOKING BAGS

Render the Food More Tasty and Cut the Cook's Work in Half

Lay in a Stock To-day

Samples Free

EDWARD LLOYD Limited
508 EASTERN TOWNSHIPS BANK BLDG.
MONTREAL

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER . . . ONTARIO

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet Brand"

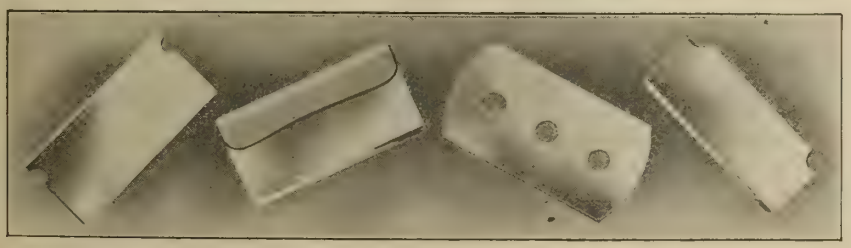
Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers
W. Gilbertson & Co., Limited
Sole Canadian Sales Agent
ALEXANDER GIBB
St. Nicholas Bldg. - Montreal

Knowledge Is Power

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

TECHNICAL BOOKS, 143-149 University Ave., TORONTO



SCHRAMBERGER UHRFEDERNFABRIK G.m.b.H.
Manufacturers of Safety Razor Blades
Made from the finest grade of Sheffield Crucible Cast Steel.
Highest Quality as regards Cutting Power and Durability.
Agents Wanted SCHRAMBERG (Wurttemberg) Germany

Every page of Hardware and Metal's Annual Fall Number, from cover to cover, will have ideas that will help you in your buying, selling, or general business methods.

We are sparing no pains to make it the most attractive and instructive Special Number we have ever issued.

This number will be mailed August 31—in good time to help you organize your Fall campaign. Read it carefully and keep it for frequent reference.

Advertisers! Our readers will be largely guided in their Fall purchases by the impressions gained from Hardware and Metal's Fall Number.

See that your advertisement in this timely special does credit to your proposition.

Write us for quotations on extra space.

HARDWARE AND METAL

Canada's Only Weekly Hardware Paper

Montreal Toronto Winnipeg New York Chicago
London, England

AN ALL-YEAR ROUND SELLER!

Western Agents
Jas. Stewart Mfg. Co., Ltd.
Winnipeg - Man.

ARE YOU SELLING

BUSTER BROWN

Children's Express Wagons?

They are the strongest and handsomest line of Toy Wagons on the market. In four sizes at popular prices. Handy around the store, farm or home. Just the thing for boys.



Write for Prices

The Woodstock Wagon & Mfg. Co., Ltd.
WOODSTOCK, ONTARIO

IT WILL PAY YOU

to watch our Condensed Ad columns. There are many money-making positions there. You may find just what you want.

PATENT

LEAD HEAD



Roofing NAILS

Wherever Corrugated Iron is used these are wanted.

Galvd. Cone Head Roofing Nails and Washers, Galvd. Hoop Iron or Steel, Galvd. Plates, Bars, Angles.

LEAD COATED SHEETS AND HOOP IRON

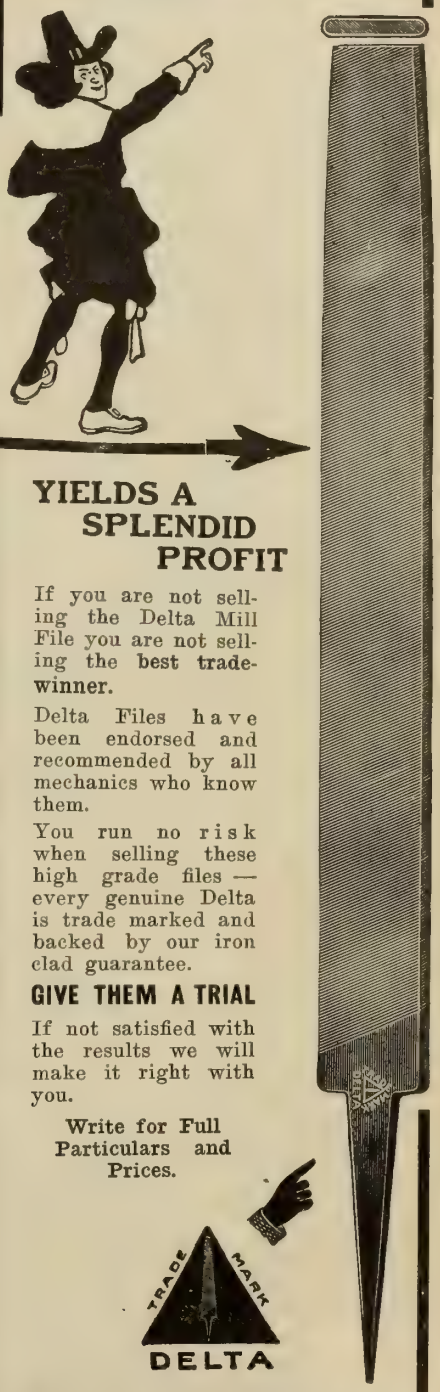
McHUTCHEON & CO.,

82-94 Lancefield St., Glasgow

THE

"DELTA" MILL FILE

SATISFIES THE MOST CRITICAL OF BUYERS AND USERS



YIELDS A SPLENDID PROFIT

If you are not selling the Delta Mill File you are not selling the best trade-winner.

Delta Files have been endorsed and recommended by all mechanics who know them.

You run no risk when selling these high grade files — every genuine Delta is trade marked and backed by our iron clad guarantee.

GIVE THEM A TRIAL

If not satisfied with the results we will make it right with you.

Write for Full Particulars and Prices.

TRADE MARK
DELTA

DELTA FILE WORKS

PHILADELPHIA, PA.

CANADIAN AGENTS:
H. S. Howland, Sons & Co., Toronto; Stark, Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax.

Books for the Metal Workers

Any of the following books sent prepaid on receipt of price

WRITE FOR CATALOGUE

THE NEW METAL WORKER PATTERN BOOK.
A treatise on pattern cutting as applied to all branches of sheet metal work. By George W. Kittredge. 430 pages; 744 illustrations; size 10 x 13 inches. Cloth bound. **Price $5.00.**

ART OF COPPERSMITHING.
A practical treatise on working sheet copper into all forms. By John Fuller, Sr. 327 pages; 474 engravings; size 10 x 6½ in. Cloth bound. **Price $3.00.**

SHEET METAL WORK.
A manual of practical self-instruction in the art of pattern drafting and construction work in light and heavy-gauge metal, including sky-lights and roofing, cornice work, etc. By Wm. Neubecker. 267 pages; 358 illustrations; 6½ x 9¾ inches. Half-Morocco binding. **Price $3.00.**

A PRACTICAL WORKSHOP COMPANION.
For tin, sheet iron and copper plate workers. By LeRoy J. Blinn. 296 pages; 170 figures. Size 5 x 7¼ inches. **Price $2.50.**

SHEET METAL WORKERS' INSTRUCTION.
By Joseph H. Rose. 300 pages. Profusely illustrated. **Price $2.00.**

THE ROOFING, CORNICE & SKYLIGHT MANUAL.
175 pages; 170 illustrations and 13 plates; size, 6 x 9½ inches. Cloth bound. **Price $1.50.**

BAUGHMAN'S BUYER & SELLER COST TABLES.
A cost book for everybody having cost to figure by the piece, pound, foot or ton, from 2½c per hundred to $ 0 a hundred. Leather bound. **Price $1.50.**

TINSMITHS' HELPER & PATTERN BOOK.
With useful rules, diagrams and tables. By H. K. Vosburgh. A new revised edition; 120 pages; 53 figures; size 4½ x 6¾ inches. Cloth bound. **Price $1.00.**

TWENTIETH CENTURY SHEET METAL WORKER.
By H. E. Osborne. Gives short, concise explanations which should be easily understood by the young apprentice, and are sufficiently scientific for the practical use of the journeyman. 86 pages; size 5½ x 7¾; illustrated. Cloth bound; **Price $1.00.** Paper Cover; **Price 60c.**

PRACTICAL METAL PLATE WORK.
By Paul N. Hasluck. 247 illustrations; 160 pages. **Price 75c.**

TREATISE ON THE GEOMETRICAL DEVELOPMENT OF ROUND AND OVAL CONES.
With easy examples of their application. For the use of beginners and practical sheet-iron and tin-plate workers. By John Fuller, Sr. 52 pages; 37 figures; size 4½ x 6¾ inches. Cloth bound. **Price 75c.**

MENSURATION FOR SHEET METAL WORKERS.
As applied in working ordinary problems in shop practice. By W. Neubecker. 51 pages; 70 figures; 5½ x 7¾ inches. Cloth bound. **Price 50c.**

TABLES GIVING THE LENGTH OF BARS FOR SKY-LIGHTS, AND RAFTERS FOR ROOFS.
84 pages; bond paper; handy pocket size. Cloth bound. **Price 50c.**

THE METAL WORKER SHOP CARDS.
Made of Manila Board; 11 x 14 inches; eyeletted for hanging up in the shop. No. 1.—Table of the quantity of tin required for roofs. No. 2.—Table of the diameters, areas and circumferences of circles. **Price 25 cents each.**

EASY LESSONS IN ROOF MEASUREMENTS.
By W. Neubecker. Twelve lessons on figuring the amount of material required to cover a given surface in flat, hipped or irregular shaped roofs. 31 pages, 5½ x 8 inches; 12 illustrations. Paper cover. **Price 25c.**

HOUSE CHIMNEYS.
A series of articles on chimney troubles and their remedies. 62 pages; 5½ x 8inches; 40 illustrations. Paper cover. **Price 25c.**

MACLEAN PUBLISHING COMPANY

TECHNICAL BOOK DEPARTMENT

143-149 University Avenue - - - TORONTO, ONT.

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Acme Shear Co. 78
American Shearer Co. 78
Armstrong Bros. Tool Co. 79
American Grinder Mfg. Co..... 71
Angle Mfg. Co. 4
Atkins & Co., E. C. 80
Atlas Mfg. Co. 78
Auto Controller Co., The 72
Aylmer Pump & Scale Co. 74

Barber Asphalt Paving Co. 5
Barnett, G. & H. 72
Barker, D. J., & Son 16
Barton Netting Co. 70
Berry Bros., Ltd. 67
Belleville Hdw. & Lock Co..... 1
Bemis & Call Hdwe. & Tool Co. 77
Bosse & Banks 78
Bowser, S. F., & Co., Ltd..... 53
Brand, Ed. 76
Brandram-Henderson, Ltd. 51
Brown, Boggs Co., Ltd., The..... 13
Buck Stove Co., Wm. 16
Buffalo Mfg. Co. 68
Burmans Clippers 60
Burrow Stewart & Milne 18

Cameron & Campbell 78
Canada Foundry Co. 76
Canada Glue Co. 11
Canada Metal Co. 11
Canada Steel Goods Co. 8
Canada Wire & Iron Goods Mfg. Co. 68
Canadian Copper Co. 69
Can. Fairbanks-Morse Co., Ltd. 2
Canadian Ferrosteel Co. 18
Canadian Hart Wheels 78
Canadian Tube & Iron Co. 25
Can. Heating & Ventilating Co.... 14
Canadian Rope Buckle Co..... 66
Caverhill, Learmont & Co. 29
Cheney & Sons, S. 78
Chicago Spring Butt Co. 1
Corbin, P. & F. 28
Crawford Co., W. C. 22
Cowan & Britton 16
Cummer-Dowswell, Ltd. 21

Davidson, Thos., Mfg. Co. 24
Delta File Works 83
Directory of Manufacturers 78 9
Dominion Cartridge Co. 30

Dorken Bros. 26
Double Claw Hammer Co. 74
Dougall Varnish Co. 63
Dreis, Edward 12

Ely Mfg. Co., Theo. J. 23
Enterprise Enamel Co. 67

Ford Auger Bit Co. 69
Fox Supply Co. 27

Galt Art Metal Co. 12
Garlock Packing Co. 75
Gibb, Alexander 81
Gilbertson & Co., W. 78
Gillette Safety Razor Co. ..... Inside front cover
Goodell-Pratt Co. 5
Greening, B., Wire Co. 20
Gutta Percha & Rubber Mfg. Co., Inside back cover

Hall Zryd Fdry. Co. 15
Hamilton & Son, C. J. 23
Hamilton Stamp & Stencil Wks... 78
Hamilton Cotton Co. 79
Harrington & Richardson Arms Co. 14
Harris, J. W., Co. 70
Heinisch, R., Sons Co. 55
Henderson & Richardson 64
Howland, H. S., Sons & Co..... 7
Hutton, Jas., & Co. 76

Imperial Varnish & Color Co..... 49
International Varnish Co. 65

James & Reid 78
Jamieson & Co., Ltd., R. C..... 57
Jardine, A. B., & Co. 81

Laidlaw Bale Tie Co. 74
Lewis Bros., Ltd. 3
Lloyd, Ed. 81
London Bolt & Hinge Works..... 77
London Foundry Co. 70
London Rolling Mill Co. 69
Lowe Bros., Ltd. 49
Lundy Shovel & Tool Co. 13
Lufkin Rule Co. ....Inside back cover

McArthur, Alex., & Co. 55

McAvity & Sons, T. 55
McClary Mfg. Co. 26 27
McDougall, R., Co. 68
McGlashan-Clarke Co., Ltd. 70
McHutcheon Bros. 83
McKinnon Chain Co. 72

Magnolia Metal Co. 10
Maple City Mfg. Co. 67
Martin-Senour Co. 63
Maxwell, D., & Sons 72
Meakins & Sons 22
Metal Shingle & Siding Co.....21 77
Millers Falls Co. 73
Mitchell & Co., David 78
Moore & Co., Benjamin 57
Morris & Bailey Steel Co. 66
Morrison Brass Mfg. Co., Jas..... 28
Myers & Bro., F. E. 81

National Acme Mfg. Co. 20
National Hardware Co. 24
New Imperial Cycles, Ltd. 77
Newman, W., & Sons 78
Nicholson File Co. 73
Nickel Plate Stove Polish 76
Norsworthy & Co., C. 85
North Bros. Mfg. Co. 1
Nova Scotia Steel & Coal Co..... 81

Oakey, John, & Son 69
Ohio Foundry Co. 18
Oneida Community, Ltd. ..... Outside back cover
Ontario Lantern & Lamp Co., Ltd. 65
One Minute Washer Co. 66
Otterville Mfg. Co. 76

Parmenter Bullock Co., The 78
Pease Fdry. Co. 79
Peterborough Lock Co. 80
Pittsburg Lamp, Brass & Glass Co., The 4
Pinchin-Johnson & Co., Ltd..... 53
Pink, Thos. 19
Pratt & Lambert, Inc..... 62
Ramsay, A., & Sons Co..... 60
Raymond Bros. 78
Renfrew Scale Co. 10

Remington Arms Union Metallic Cart. Co. 30
Robertson Mfg. Co., Ltd., P. L... 88
Rogers, Alfred, Ltd.Outside front cover
Ross Rifle Co. 88

Samuel, M. & L., Benjamin & Co. 75
Seymour, Henry T., Shear Co..... 79
Schramberger Uhrpdernfabrik 81
Sharratt & Newth 79
Shaw, A., & Son 79
Sherwin Williams Co. 61
Sheet Metal Products Co. 2
Shurly-Dietrich Co., Ltd. 25
Simonds Canada Saw Co. 74
Smith Hardware Co. 77
Southington Mfg. Co. 79
Spear & Jackson 17
Spooner, Alonzo W., Ltd. 78
Standard Paint & Varnish Co..... 59
Standard Chain Co. 66
Stanley Rule & Level Co..... 9
Steel Co. of Canada, Ltd..... 6
Stephens, G. F., & Co. 57
Stevens Hepner & Co. 28
Still, J. H. .....Inside back cover
Stratford Mfg. Co. 73

Tallman Brass & Metal Co. 76
Thompson, B. & S. H. 80
Toronto Plate Glass Importing Co. 55
Townsend & Co., S. P. 23

Utica Drop Forge Co. 77

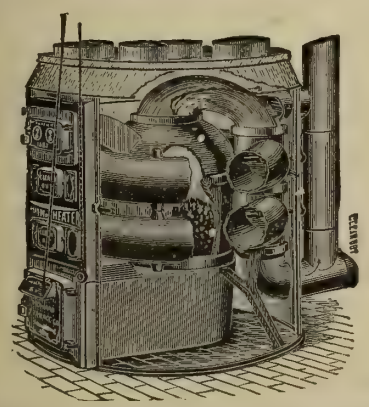
Want Ads. 58
Ware Mfg. Co. 71
Western Distributors, Ltd. 78
Western Wire & Nail Co. 79
Wheeler & Bain 23
White Mop Wringer Co. 69
Whitman & Barnes Mfg. Co. 71
Wilckes-Martin-Wilckes Co. 76
Winnipeg Ceiling & Roofing Co..... 68
Winnipeg Paint & Glass Co., Ltd. 59
Woodstock Wagon & Mfg. Co..... 83
Wright, E. T., & Co. 25

Yale & Towne 64

IT'S QUALITY AND ADVANTAGES THAT MAKE

CANADIAN HOWARD DOUBLE RADIATOR FURNACES

THE CHOICE OF MOST BUILDERS



The "HOWARD" Furnace means an enormous economy in fuel to the user, as the heat and gases have to pass through two radiators, thereby greatly reducing the heat by the time it reaches the smoke pipe, which, in the ordinary furnace would go up the chimney.

We employ only the most skilled mechanics and use only the best materials in the manufacture of this furnace.

Mr. Dealer, if you want to handle a line that will prove completely satisfactory to your customers, and a money-maker for yourself, investigate the HOWARD. Remember it is absolutely guaranteed. Write us for particulars.

The C. NORSWORTHY CO., Ltd., St. Thomas, Ont.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a Want Ad. in this paper.

CLASSIFIED LIST OF ADVERTISEMENTS

Abrasive Wheels
London Emery Works, London, Eng.
Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Wheels, Hamilton.

Aluminum Ware
Hero Mfg. Co., Philadelphia.
Northern Aluminum Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
Ware Mfg. Co., Toronto.
Wondershine Limited, Toronto.

Ammunition
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York.

Animal Traps
Oneida Community Ltd., Oneida, N.Y.

Anchors
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.

Auger Bits
Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.
Tobin Arms Mfg. Co., Woodstock.

Babbitt Metal
Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
Tallman Brass & Metal Co., Hamilton.

Bar Iron
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.

Bale-Ties
Laidlaw Bale-Tie Co., Hamilton, Ont.

Bar Urns
Buffalo Mfg. Co., Buffalo. N. Y.

Bath Room Fittings
Buffalo Mfg. Co., Buffalo, N.Y.
S. Sternau & Co., Brooklyn. N.Y.

Belting
Dominion Belting Co., Ltd., Hamilton
Sadler & Haworth, Montreal.

Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Co., Toronto.

Bird Cages
E. T. Wright & Co., Hamilton.

Binder Twine
Plymouth Cordage Co., N. Plymouth, Mass.

Bolts and Nuts
London Bolt and Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.
National Acme Mfg. Co., Montreal.

Boilers and Radiators
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.

Bolts—Expansion
Star Expansion Bolt Co., New York.

Brackets Shelf
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
Stanley Works, New Britain, Conn.

Brass Goods.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton
Stover Mfg. Co., Freeport, Ill.

Brass, Sheets, Tubes and Rods.
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton

Brushes.
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.

Bridle Rings—Galvanized, Brass and Plain.
Star Expansion Bolt Co., New York.

Builders' Tools and Supplies.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lufkin Rule Co., Saginaw, Mich.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., N. Britain

Builders' Hardware.
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough.

Butts.
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain, C.

Cans
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., Toronto.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

Carriers, Cash and Parcel
Hamilton Brass Mfg. Co., Hamilton.

Carpet Sweepers
Bissell Carpet Sweeper Company, Grand Rapids, Mich.

Carriage Heaters
Chicago Flexible Shaft Co., Chicago.

Carriage Springs and Axles
Guelph Spring and Axle Co., Guelph.

Cartridges
Dominion Cartridge Co., Montreal.

Cash Registers
National Cash Register Co., Toronto.

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Cement
Canada Cement Co., Montreal, P.Q.
Alf. Rogers, Ltd., Toronto.
B. & S. H. Thompson & Co., Montreal

Churns
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont
Maxwell, David, & Sons, St. Mary's, Ont

Chafing Dishes
Buffalo Mfg. Co., Buffalo.
S. Sternau & Co., Brooklyn, N.Y.

Chaplets
S. Cheney & Son, Manlius, N.Y.

Chicken Coops.
Triangle Mfg. Co., Freeport, Ill.

Clippers—All Kinds
American Shearer Mfg. Co., Nashua, NH
Chicago Flexible Shaft Co., Chicago.
Coates Clipper Mfg. Co., Worcester, Mass.

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines
Cummer-Dowswell Ltd., Hamilton, Ont
Hamilton Cotton Co., Hamilton.

Clothes Wringers
Cummer-Dowswell Ltd., Hamilton, Ont
American Wringer Co., New York City
Lovell Mfg. Co., Erie, Pa.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Cordage
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Cow Ties
Greening, B., Wire Co., Hamilton.
McKinnon Dash and Metal Co., St. Catharines.
Oneida Community, Ltd., Niagara Falls

Cuspidors
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co., Montreal
Crookes, Jonathan & Son.
Dorken Bros. & Co., Montreal.
Greeff, Bredt Co., Toronto.
Henderson & Richardson, Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S., Sons & Co., Toronto
Hutton, Jas., & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.

Door Bolts.
Montreal Hdwe. Mfg. Co., Montreal.

Door Checks.
Wm. Keating, Toronto.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.

Door Hangers.
F. E. Myers & Bro., Ashland, O.
Richard Wilcox Mfg. Co., Aurora, Ill.

Door Springs.
Stover Mfg. Co., Freeport, Ill.

Drawer Pulls.
P. & F. Corbin, New Britain, C.
Stover Mfg. Co., Freeport, Ill.

Drills, Brick and Stone.
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.

Drills—High Speed
Alexander Gibb, Montreal.

Drinking Cups
Hero Mfg. Co., Philadelphia.

Dry Batteries
Canadian Carbon Co., Winnipeg.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.

Emery or Corundum Wheels
The Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Wheels Limited, Hamilton, Ont.
London Emery Works, London, Eng.

Electric Fixtures
The Barton-Netting Co., Ltd, Windsor Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Emery Cloth
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Emery Wheels.
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Enameled Ware
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
McClary's, London, Ont.

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Fencing—Woven Wire
The Steel Co. of Canada, Ltd., Hamilton.
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor, Banwell & Co., Walkerville.

Files and Rasps
Barnett Co., G. & H., Philadelphia, Pa
Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.

Firearms and Ammunition
Harrington & Richardson Sons Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
Tobin Arms Mfg. Co., Woodstock.

Fire Escapes
Canada Foundry Co., Ltd., Toronto.
Dennis Wire & Iron Co., London.

Fire Grates.
Ohio Foundry & Mfg. Co., Steubenville, O.

Fine Irons
Stover Mfg. Co., Freeport, Ill.

Fire Place Furnishings
The Barton-Netting Co., Ltd., Windsor, Ont.

Flint Paper
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Food Choppers
Enterprise Mfg. Co., Philadelphia.
D. Maxwell & Sons, St. Mary's.

Foot Warmers
Chicago Flexible Shaft Co., Chicago.

Forgings
Steel Co. of Canada, Limited, Hamilton.

Furnaces, see Stoves

Galvanizing
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd, Hamilton.

Galvanized Iron
W. Gilbertson & Co., Ltd., Alex. Gibb, Montreal, Agent.
Henderson & Richardson, Montreal.
John Lysaght, Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.

Gas Fixtures
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto

Glass
Hobbs Mfg. Co., London.
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg
Consolidated Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
B. & S. H. Thompson & Co., Montreal.

Glass, Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.

Glass Paper
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Glass, Wired
Hobbs Mfg. Co., London.
Toronto Plate Glass Imp. Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto

Glaziers' Diamonds
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.

Glue
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.

Grinding Machinery.
London Emery Works, London, Eng.

Grindstones
Richards-Wilcox Mfg. Co., Aurora, Ill.
American Grinder Mfg. Co., Milwaukee.

Guns
Harrington & Richardson Arms Co. Worchester, Mass.
Tobin Arms Mfg. Co., Woodstock, Ont.
C. J. Hamilton & Son, Plymouth, Mich.

Hammers
Stover Mfg. Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles
Still, J. H., Mfg. Co., St. Thomas.
W. C. Crawford Co., Tilbury.

Hardware, Metal Window.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.

Hay Unloading Tools
F. E. Myers & Bro., Ashland, Ohio.

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananoque.
Montreal Hardware Co., Montreal.
The Stanley Works, New Britain, Conn.

Hinges, Spring
Chicago Spring Butt Co., Chicago.
Standard Mfg. Co., Shelby, Ohio.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
St. Marys Wood Specialty Co., St. Marys.

Hooks
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Stover Mfg. Co., Freeport, Ill.

Hoop Iron
The Steel Co. of Canada, Ltd., Hamilton.

Hoops—Steel and Wire
Laidlaw Bale-Tie Co., Hamilton, Ont.

Horseshoes and Nails
Steel Co. of Canada, Ltd., Hamilton

Ice Cream Freezers
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

Ice Cutting Tools
North Bros. Mfg Co., Philadelphia, Pa

Iron and Steel Bars
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton
London Rolling Mill Co., London.

Iron Pipe
Steel Co. of Canada, Ltd., Hamilton.
Canada Tube & Iron Co., Montreal.

Iron Pumps
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
Red Jacket Mfg. Co., Davenport, Iowa
F. E. Myers & Bro., Ashland, Ohio.

Knife Polish
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Ladders, Step.
Otterville Mfg. Co., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.

Ladders—Shelf
Hamilton Brass Mfg. Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Lamps, Acetylene
Maple City Mfg. Co., Monmouth, Ill.

Lampblack
The L. Martin Co., New York.
Wilckes Martin Wilckes Co., New York

Lanterns
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.

Lawn Fencing
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
McGregor Banwell & Co., Walkerville
Banwell Hoxie Wire Fence Co., Hamilton.

Lawn Mowers
D. Maxwell & Sons, St. Mary's, Ont.
Supplee Hardware Co., Philadelphia
Clipper Lawn Mower Co., Dixon, Ill.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.

Lawn Swings
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Lightning Rods
Hamilton Brass Mfg. Co., Hamilton, Ont.

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools
Pink, Thos., & Co., Pembroke, Ont

Manufacturers' Agents
Gibb, Alexander, Montreal.
McIntosh, H. F., & Co., Toronto.
Western Distributors Ltd., Saskatoon.

Mantels and Grates
The Barton-Netting Co., Ltd., Windsor, Ont.

Match Boxes
Stover Mfg. Co., Freeport, Ill.

Metals
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
McKechnie Bros., Birmingham, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
Tallman Brass & Metal Co., Hamilton
Thompson, B. & S. H. & Co.,Montreal

Metal Lockers
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.
John C. Wilson, Ottawa.

Metal Stove Fronts
Canada Foundry Co., Ltd., Toronto.

Mop Holder
Theo. J. Ely Mfg. Co., Erie, Pa.

Mop Wringers
Theo J. Ely Mfg. Co., Girard, Pa.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.

Nails, Wire
Laidlaw Bale-Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. C., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton.

Oilers
Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E. T. & Co., Hamilton, Ont.

Oil Stones
Canadian Hart Wheels, Hamilton, Ont
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Oil Tanks
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont

Packing
Garlock Packing Co., Hamilton, Ont.

Paints, Oils, Varnishes
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover
Chadeloid Chemical Co., New York.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.

Perforated Sheet Metals
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Samuel Benjamin & Co., Toronto.
A. C. Leslie & Co., Montreal.

Pipe, Wrought Lead and Galvanized
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pliers
Henderson & Richardson, Montreal.
Smith Hardware Co., Montreal.

Poultry Netting
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Pruning Knives
International Tool Co., Detroit.

Pumps
Canada Foundry Co., Ltd., Toronto.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Red Jacket Mfg. Co., Davenport, Iowa.

Pumps, Power
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.

Rat Traps
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.

Razors
Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Kampfe Bros., New York.

Razor Blades.
Schramberger, Uhrfedernfabrik, Schramberg, Germany.

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton.
Carborundum Co., Niagara Falls, N.Y.

Razor Strops
J. R. Torrey & Co., Worcester, Mass.

Registers
Jas. Stewart Mfg. Co., Woodstock, Ont.
Canadian Ferrosteel Co., Bridgeburg.

Rivets
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies
Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
Canadian Supply Co., Toronto.
Dominion Roofing Co. of Canada, Ltd., Toronto.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg.

Rope
Independent Cordage Co., Toronto.

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.

Saws
Atkins, E. C., & Co., Indianapolis, Ind.
Disston, Henry, & Sons, Philadelphia.
Drabble & Sanderson, Sheffield, Eng.
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

Scales
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Renfrew Scale Co., Renfrew, Ont.

Screen Door Sets
P. & F. Corbin, New Britain, Conn.
Stanley Works, New Britain, Conn.

Screws, Nuts, Bolts
National Acme Mfg. Co., Montreal.
Steel Co. of Canada, Limited, Hamilton.

Screws, Wood
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Hamilton.

Scythe Stones
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors
Acme Shear Co., Bridgeport, Conn.
R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
J. Wiss & Sons Co., Newark, N.J.

Shelf Boxes
Cameron & Campbell, Toronto.

Shellacs
Berry Bros., Walkerville.

Shovels and Spades
Spear & Jackson, Sheffield, Eng.

Sieves and Screens
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silverware
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.

Sporting Specialties.
Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Cavers Bros., Galt, Ont.
T. Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.
Spramotor Co., London.

Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.

Spring Hinges, Etc.
Chicago Spring Butt Co., Chicago, Ill.
Standard Mfg. Co., Shelby, Ohio.

Stains, Shingle
Berry Bros., Walkerville.

Stains, Wood
Berry Bros., Walkerville.

Staples
B. Greening Wire Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton.

Steel—High Speed
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.

Steel—Cold Rolled Strip
Morris & Bailey Steel Co., Pittsburg.

Steel Wire Hoops
Steel Co. of Canada, Ltd., Hamilton.

Stencils
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont.
Herod Machine & Stamping Co., Brantford.

Store Ladders
Hamilton Brass Mfg. Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Stoves, Furnaces
Burrow, Stewart & Milne Co., Hamilton.
Findlay Bros., Carleton Place.
Clare Bros. & Co., Preston.
Holland Furnace Co., Holland, Mich.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Picton.

Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.
McClary Mfg. Co., London, Ont.

Tacks
The Steel Co. of Canada, Ltd.,Hamilton.

Tapes
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor, Ont.

Tin Plate
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
M. & L. Samuel, Benjamin & Co., Toronto.

Tools
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Armstrong Bros. Tool Co., Chicago.
Robt. Sorby & Sons, Sheffield.
Stanley Rule & Level Co., New Britain.
International Tool Co., Detroit.

Tools—Metal Workers'
Brown-Boggs Co., Hamilton.

Tool Grinders
American Grinder Mfg. Co., Milwaukee Wis.
Luther Grinder Mfg. Co., Milwaukee.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Trucks
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Renfrew Scale Co., Renfrew, Ont.

Varnishes: See Paints
Berry Bros., Limited, Walkerville, Ont
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.

Ventilators
Harris, J. W., Co., Montreal.

Vises
Henderson & Richardson, Montreal.
Hollands Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.

Washing Machines, Etc.
J. H. Connor & Son., Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.

Wall Plaster
Manitoba Gypsum Co., Winnipeg.

Waffle Irons
Stover Mfg Co., Freeport, Ill.

Wagons—Children's
Wodstock Wagon Co., Woodstock.

Washers
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

White Lead
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Limited, Hamilton

Wholesale Hardware
Caverhill, Learmont & Co., Montreal
Howland, H. S., Sons & Co., Toronto
Lewis Bros. & Co., Montreal.

Window Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Guards
B. Greening Wire Co., Ltd., Hamilton

Wire Door Guards
B. Greening Wire Co., Ltd., Hamilton

Wire—Iron, Steel, Brass and Copper
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

Wire Mats
Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery
Ed Brand, 472 Moss Lane., Manchester Eng.

Wire Products
Andrews Wire Works, Watford, Ont.

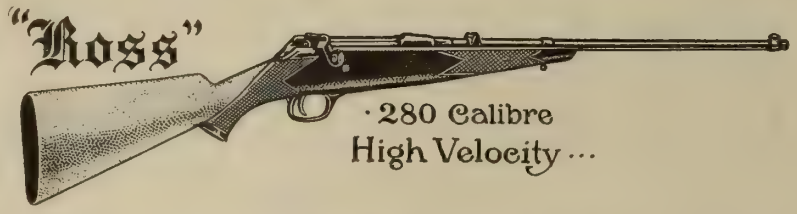
Wire Rope.
The B. Greening Wire Rope Co., Ltd. Hamilton.

Wire Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Jas. Steele Limited, Guelph, Ont.

Wood Finishes
Berry Bros., Walkerville.

Wrenches
Cochran Pipe Wrench Co.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdwe. & Tool Co., Springfield, Mass.

No Time Wasted When You Sell ROSS RIFLES



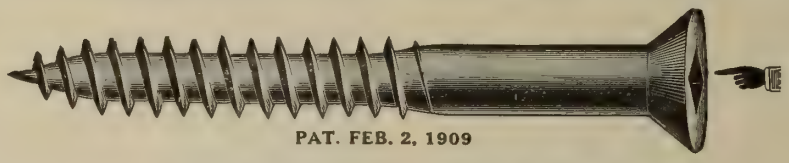
So good is their reputation that all you need to do is to show your customer your samples of "Ross" Rifles, and if he really is in the market his choice is soon made.

By the way, many dealers have not yet any Ross .280 (High Velocity) Rifles. Don't forget that not only is this rifle absolutely the best sporting rifle made and the best rifle value offered, but moreover every sale means a tidy profit to YOU.

WRITE US FOR DISCOUNTS, ETC.

ROSS RIFLE CO. - QUEBEC







ROBERTSON SOCKET HEAD WOOD SCREWS

Have a decided advantage over other styles of wood screws. By having a square hole, into the centre of which a specially designed screwdriver fits snugly, it does away with all possibility of slipping, which often proves disastrous to the screw, and wastes a considerable amount of the workman's time.

They will sell on sight—get our prices at once.

We also manufacture high-grade Hand Drivers, Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails and Wire.

SEND FOR CATALOG.





The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

TORONTO WAREHOUSE, 19 JARVIS STREET - F. J. SCHUCH, Agent





"Absolute Quality"

is a thing to be considered when buying axe handles.

STILL'S
AXE HANDLES

are now specified by leading hardwaremen who have given them a trial.

"Still's" Handles have been time-tried, and have not been found lacking in quality or durability.

The selection of the wood is made by skilled workmen—men who know their business.

Before placing your order, write us.

J. H. STILL MFG. CO., Ltd.

ST. THOMAS, . ONT.

MAYMORE



OUR NEW CATALOGUE of BUILDERS' HARDWARE

IS JUST BEING ISSUED
APPLY NOW FOR A COPY
to
THOMAS·W·KIRBY
48 YONGE ST. ARCADE TORONTO.
Manufactured by
MAY & PADMORE LTD. BIRMINGHAM.



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM

MANUFACTURED SOLELY BY

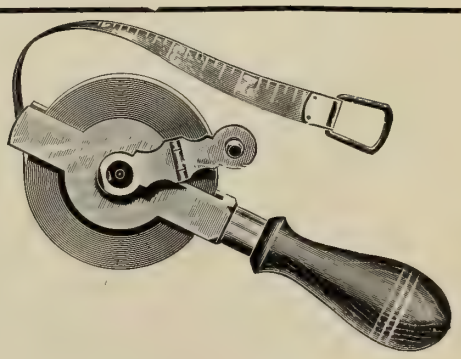
The Gutta Percha & Rubber Mfg. Co. of Toronto, Limited

Toronto Montreal Halifax Winnipeg Calgary Vancouver

MEASURING TAPES

MUST BE ACCURATE

To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.



Those that bear this Trade-Mark **LUFKIN** are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.

FOR SALE BY ALL JOBBERS. **THE LUFKIN RULE CO. OF CANADA, LTD.** WINDSOR, ONT.

CATALOGUE ON REQUEST

NO man needs persuasion to open the family purse for

COMMUNITY SILVER

He knows its beauty and "class" is backed by sterling quality.

ONEIDA COMMUNITY, Ltd.
ONEIDA, N. Y.

NEW YORK, 15 Maiden Lane.
CHICAGO, 10 S. Wabash Avenue.



COPYRIGHT, 1911
BY ONEIDA COMMUNITY, Ltd.

COLES PHILLIPS

CANADA'S ONLY WEEKLY HARDWARE PAPER.

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXIV. Publication Office: Toronto, Canada No. 34

Aug. 24, 1912

"DOMINION"

CANADA PLATES

"Dominion" Crown—Highest Grade Polished Canada Plates—nice dark finish—easy working qualities.

"Canada" Crown—Standard Quality Half Bright, of superior finish. Good working qualities.

"Trym"—A good ordinary plate suitable for general work.

Iron and Steel—Pig Iron, Bars, Hoops, Plates, Anvils, Vises, Structural material.

Lowest prices for reliable goods.

INGOT METALS

Aluminum, Antimony, Copper, Spelter, Lead, Tin.

All highest qualities. Lowest prices to wholesale buyers.

TIN PLATES

"Dominion" Crown Special High Grade Charcoal Plates. Heavily tin coated.

"Allaway" Standard Charcoal Plates — this is the genuine.

"Canada" Crown Best Grade Ordinary Charcoals.

"Trym Best" Best Quality Cokes.

A. C. LESLIE & CO., LIMITED

MONTREAL



Big Ben Store Helps

In order to enable Canadian dealers to get the maximum benefit from the Big Ben campaign now running in Canadian magazines, we are packing Big Ben specially for Canadian trade, six in a carton with a full set of store selling helps (two posters, two show cards, two metal signs.)

On an order for 12 we add a solid mahogany display stand. On an order for 24 or more, we print your name on dials, give the posters, display stand, and a beautiful metal sign lithographed in five colors.

Big Ben and his selling helps are being carried in stock by 54 wholesale Canadian distributors. We will be glad to let you have their names upon request. Any will tell you Big Ben is the best made and the best selling alarm that's ever been put out.

In broken and dozen lots, $2.15 less 2%. In lots of 24, $2.05 less 2%.

The Western Clock Co., La Salle, Ill.



The Carpenter—The Mechanic—The Farmer—The Man of the House—

All users of edged tools want the

CARBORUNDUM SHARPENING STONES

And they are going to get them from the Carborundum Dealer

The demand is increasing every day—the story of Carborundum—why it is the hardest and sharpest known material—why Carborundum Sharpening Stones cut faster, give a better edge and last longer—is being told to thousands, the market is being brought to the doors of the hardware dealer.

The one way to get your share—to make your sharpening stone account show up well on your books, is to be a Carborundum dealer.

Write us now about complete stock—ask us about the Carborundum trade helps. Are you on the mailing list for "At the Sign of the Indian Head?"

THE CARBORUNDUM COMPANY - Niagara Falls, N.Y.

A New Line

"Yankee" Plain Screw Drivers



Strong, durable, well balanced tools, of the same high quality of material and workmanship as other "Yankee" Tools, which to-day are without equal.

The blade and ferrule are highly polished, the handle of hardwood, finished in dull black, making a handsome appearance.

Each tool is thoroughly tested and the blades positively guaranteed not to turn in the handle.

Your Jobber Will Supply You

No. 90, Standard Style, Fourteen Sizes, 2 to 30 in.

No. 95, Cabinet Style, (Slim Blade) Eleven Sizes, 2½ to 15½ in.

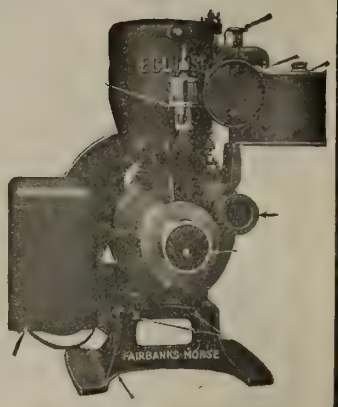
Made by

North Bros. Mfg. Co.

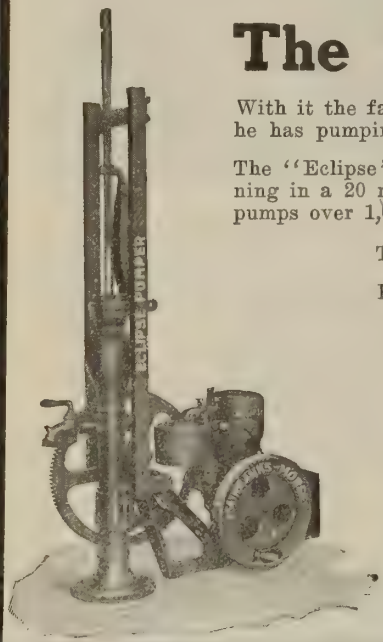
PHILADELPHIA, PA.

More Reliable Than the Windmill

Every Farmer is a Prospective Buyer



At one time the farmer endorsed the windmill as a convenience and necessity. Since then times have changed. New things are constantly taking the place of the old. Such is the case with



The "ECLIPSE" Pumper

With it the farmer does not have to depend on the wind or the weather—he has pumping power when he needs it.

The "Eclipse" will pump as much water as a 10 or 12 ft. windmill running in a 20 mile wind. It uses about one pint of gasoline per hour, and pumps over 1,000 gallons of water.

This small operating cost will appeal to every farmer.

Put an "Eclipse" in stock and get after the farmers. You will get surprising results.

Write for full particulars.

The Canadian Fairbanks-Morse Co.,
LIMITED

MONTREAL	TORONTO	SASKATOON
ST. JOHN	WINNIPEG	VANCOUVER
OTTAWA	CALGARY	VICTORIA

The Sheet Metal Products Company of Canada, Limited

Extend a cordial invitation to all their friends and customers attending the Canadian National Exhibition to call at their office and sample rooms, corner of Gerrard and River Streets.

N. B.—Parliament Street cars from the Depot, or from *corner of Queen and Yonge, bring you to the door.*

THE SHEET METAL PRODUCTS COMPANY OF CANADA, LIMITED

Successors to

KEMP MANUFACTURING COMPANY

MONTREAL TORONTO WINNIPEG

SAVAGE

HIGH POWER REPEATING RIFLES

For Big Game
Small Game and
Target Shooting





SIX-SHOT
HAMMERLESS TAKE DOWN

Velocity 2800 feet per second

In this Arm the Feature of a Small Bore, Pointed Bullet and High Velocity are Brought to the Greatest Degree of Effectiveness Attained with any Arm or Cartridge.

Its Accuracy is so great that with Metallic Sights and without the use of a Sling it has scored 23 Consecutive Bulls Eyes on a 500-yard Military Target.

The Recoil is so slight as to be scarcely perceptible. The Bullet will penetrate a Pine Block 7¾ inches with the grain, or pass entirely through ⅜-inch Boiler Plate.

No. S 622—6 Shot Repeater, 22 caliber; Take-down; 20 inch High-pressure Steel Barrel, Highly Finished Walnut Stock; Rubber Butt Plate; White Metal Bead Front Sight and Sporting Adjustable Rear Sight, weight 6¼ lbs. each ..... **Net $26.10**



SMOKELESS CARTRIDGES

Per 1000
No. 600 HP—22 Metal Patch; For Penetration and Clean Cutting. **Factory List. $38.00**
No. 600 SP—22 Soft Point; For Mushrooming, Tearing and Shock Producing. ..... **Factory List. 38.00**

LEWIS BROS. LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

WHOLESALE DISTRIBUTORS

It's Our House Party

In the next two weeks Toronto will entertain thousands of visitors who come to the exhibition, partly for recreation and partly to pick up the very latest in the business world. In a word, many a Canadian merchant makes this annual trip to find out newer and better ways of making his store the centre of trade for his district—making it known as the depot for good values, good service and good goods.

For the hardware dealer, the Gurney-Oxford people have a proposition that will certainly interest every live dealer. The "Gurney-Oxford Man" in the past has always had the best in selling and business-getting helps; this year he will get the benefits of even more extensive help—something larger and better in the way of advertising and co-operation for the sale of stoves.

Why not plan your trip to the Exhibition so as to spend an hour with us and hear what we have to say? It certainly will not involve the slightest obligation, for we want the pleasure of shaking hands with every Canadian hardware dealer. At the same time we will gladly show you our proposition; our ideas on stove selling will pay you to absorb.

Our Ontario travellers join us in the invitation to call in. They want to see you and will be here to meet you. And finally, to all our friends in the trade, come in and talk things over. We will appreciate a confab with you, and will promise not to talk business all the time.

Our Exhibit this year is at the head office. We will have a much better chance to talk things over here than in a big crowd at the Fair. Make our office your headquarters while in town—remember,

GURNEY-OXFORD

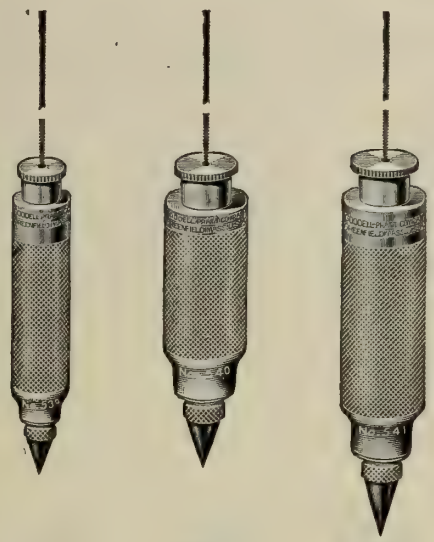
Our Latch String's Out!

GURNEY-OXFORD

The Gurney Foundry Co., Limited

Toronto Montreal Hamilton Winnipeg
Calgary Vancouver

Goodell-Pratt's



539 540 541

PLUMB BOBS

In offering Goodell-Pratt's Plumb Bobs to your trade you can rest assured that they are all we claim them to be.

Users have come to us for the main purpose of telling how practical they were and wondering how we could put so much value in them for the moderate price which we charge for them.

One advantage they have over the old style which was very wide at the top tapering down to a point is the fact that they are narrow, thereby getting into places that the old style could not do.

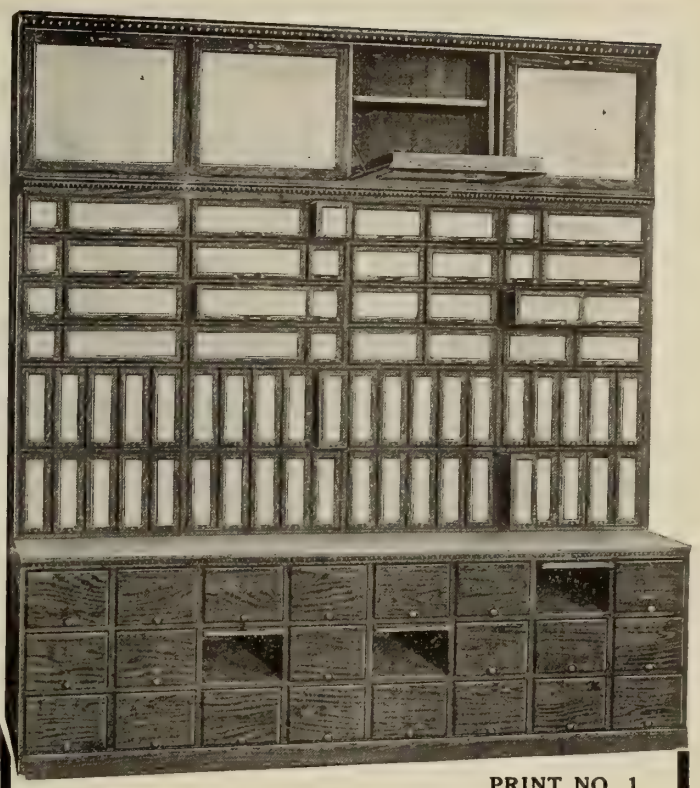
Each Bob is furnished with six feet of laid twine; they are made in three sizes, and weigh 8, 12, and 16 ounces each.

Get acquainted with these Plumb Bobs as well as the other 1,200 tools and devices which make up the Goodell-Pratt line by asking for our No. 10 Catalog.

Goodell-Pratt Company

Toolsmiths

GREENFIELD - MASS., U.S.A.



PRINT NO. 1

Your Trade Will Increase

If you make your store more attractive and more systematic by installing

Berlin Hardware Display Cabinets

These cabinets are designed to meet every dealer's requirements. They are made of oak, and excellently finished.

Goods are displayed behind glass doors or display front compartments, thus keeping the stock in good condition, instead of being covered with dust.

Remember, the trade appreciates a nice looking store.

Print No. 1 illustrates the fourth section of a large case.

Did you cut print from issue before last?

If not it will pay you to do it now, if possible. **Save all the prints with numbers** for reference in designing a case to meet your particular requirements. Then write us for specifications and prices.

Write for circulars on complete line of store fixtures or any special line in which interested.

The Walker Bin & Store Fixture Co.

Manufacturers and Designers of Modern Store Fixtures

LIMITED BERLIN, ONTARIO

THE
STEEL COMPANY OF CANADA
LIMITED

Our Mills
Can Ship Immediately
From Stock

BOLTS and NUTS,
PRESSED SPIKES, STOVE
BOLTS, STOVE RODS,
TACKS, HAY BALING
WIRE

DISTRICT SALES OFFICES:

HAMILTON, TORONTO, MONTREAL, WINNIPEG

W. A. MacLennan, Vancouver, B.C.
J. B. H. Rickaby, Victoria, B.C.
H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, Halifax, N.S.



GUNS



High grade Guns and Rifles that will satisfy the most ardent sportsman.

Gun Tools, Powder, Ammunition and many other lines on which you can depend as being good value and of the best possible quality.

Our business has been built up on a basis of honest value and good service, and we know that every merchant appreciates this method of doing business.

Let Us Have Your Orders

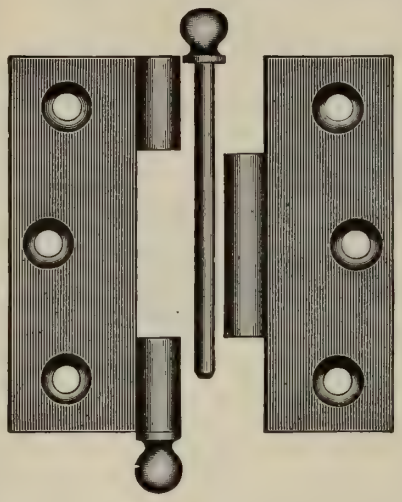
H. S. Howland, Sons & Co., Limited

Wholesale Hardware

WE SHIP PROMPTLY — **TORONTO** — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

Crescent Brand HARDWARE



Butt Hinges Strap Hinges Tee Hinges

Barn Door Hangers Parlor Door Hangers

Trolley Hangers Hinged Hasps Shelf Brackets

Wrought Staples Rollston Pulleys

Gate Hooks Wagon Hardware Etc. Etc. Etc.

Steel Sheets Bands Bars

Rods Wire

CANADA STEEL GOODS CO., Limited

HAMILTON - - - CANADA

"THE oil hog" is a child of the Oil Trust. The Angle Lamp was designed, and is manufactured and sold by those who have no interest in any oil company. With less oil it gives better light with no undershadow, no odor, heat or dirt. It cannot explode.

It is a trade builder, as well as a profit maker. It is a lamp you can recommend. 3,500 dealers now guarantee it. Our "Protective Dealer Policy" keeps the profits for the man who becomes our exclusive agent. Let us tell you about it.



All Styles, 1 to 8 Burners.

Angle Manufacturing Co.
244-246 West 23rd Street
New York City

Now's the Time



to start your trade ON OIL LAMPS

EVERY home in your town, Mr. Merchant, needs at least one good oil lamp. And right now, when folks are fixing up for evenings indoors, is the time for you to turn that need into sales.

Success Lamps

are dandy pullers for home furnishing trade. For they're big, strong, serviceable. They give the best reading light you ever saw, and taking it by and large, they're just the lamps to build business for you.

How's Your Stock?

The Pittsburgh Lamp, Brass & Glass Co.

119 Wortley Road,
London, Ont.

PILABRASCO

R. E. Davis
Special
Representative

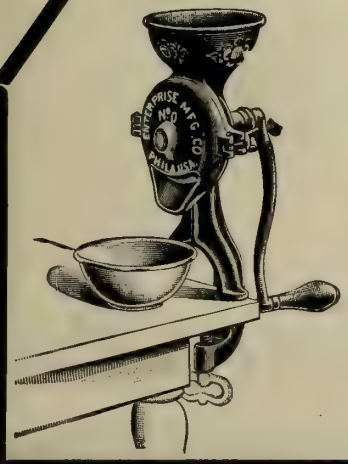
General Offices and Factories: PITTSBURGH, Pa., U.S.A.

These Mills Grind Coffee Right—That's Why Women Buy Them

In following the line of least resistance by offering your customers the best known articles, you are building a business on rock. Sterling quality, efficiency and persistent advertising have put Enterprise Coffee Mills away in the lead---women put a very pronounced value on the name Enterprise, and we take good care to maintain the confidence of American housewives by keeping the quality up.

ENTERPRISE Coffee Mills





grind coffee as it *should* be ground —that's why women buy them. The illustrations shown are the regular Enterprise family size Coffee Mills. The top one can be screwed to the wall, dresser, or other handy place—the lower one can be clamped to table or bench. A thumbscrew regulates fineness of grinding.

Enterprise Coffee Mills are strong, durable, and easy to operate—features that have also made famous the Enterprise Meat and Food Choppers, Sad Irons, Sausage Stuffers, Coffee Mills, etc. — all of which you can handle with profit.

Write to-day for illustrated catalogue showing complete Enterprise Line.

The Enterprise Manufacturing Co. of Pa.

Patented Hardware Specialties

PHILADELPHIA, PA.

21 Murray St., New York City, N.Y.

530 Golden Gate Ave., San Francisco, Calif.

176 North Dearborn St., Chicago, Ill.



YOUR customers get the goods for which they pay. You should be as sure of getting the money for the goods you sell.

Whether you do or not depends entirely on the system you use in conducting your business.

The old way was to depend on memory and habit.

With our new system, you depend on machinery which enforces accuracy and stops mistakes in your store.

The *National Cash Register* will systematize your business, so that you will be as sure of getting all your profits as your customers are of getting their goods.

It will pay you to investigate, call or write.

The National Cash Register Co.

Headquarters for Canada: **285 Yonge St. Toronto** **Canadian Factory: TORONTO**



Your guarantee lies just there—

it's the name carried by the **World's Best Gun** and means endless wear combined with lasting satisfaction. The name itself is an all-powerful selling point—every sportsman knows the Greener gun, but of course the gun itself is an attraction in any store. There are many features which make the Greener just the gun for your trade.

All the old "sports" will remember Dr. Carver's "Old Widow", the gun with which he created his world famous records, while to the younger generation such men as Brewer, Elliott and Fulford, each of whom made their reputations with Greener guns, will be household words.

The Greener system of choke boring ensures that perfect regularity of pattern combined with penetration which are absolutely necessary to the perfect gun.

No gun in the world has gained so many honors and international awards as the Greener; they were first in '51 and are easily first to-day for high-class finish, sound workmanship and long wearing qualities.

Our catalog describes 38 grades ranging from $56.00 to $1,000.00; and we can give you prompt delivery from our Montreal stock if you order now.

W. W. GREENER

GUN AND RIFLE MAKER

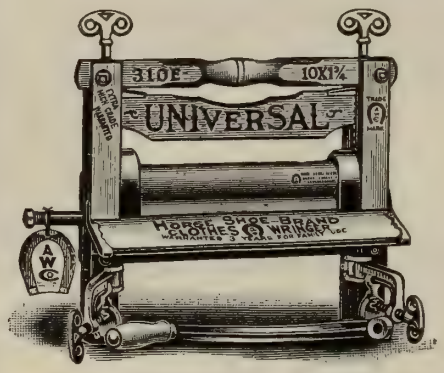
63 and 65 Beaver Hall Hill, - - Montreal, P.Q.

NEW LINE

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs Enclosed Cog Wheels



Packed 3 in a case

PLAIN BEARINGS

No. 310E— - - - - Rolls, 10 x 1¾ inches
No. 311E— - - - - Rolls, 11 x 1¾ inches

STEEL BALL BEARINGS

No. 317E— - - - - Rolls, 10 x 1¾ inches
No. 318E— - - - - Rolls, 11 x 1¾ inches

SAME STYLE MADE IN FOLDING BENCH

SEND FOR CATALOGUE "F"

THE AMERICAN WRINGER COMPANY

99 CHAMBERS STREET, NEW YORK

Get After the Farm Trade

And Procure A Profit Worth While



Heavy Galvanized Steel Hog Feeding Troughs

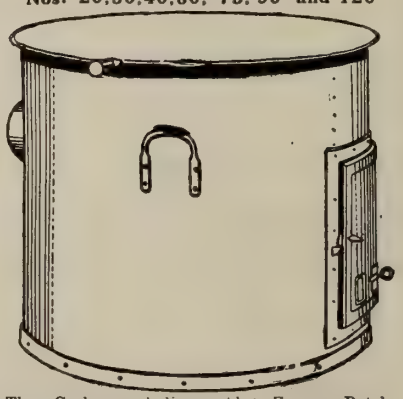
Clean, Sanitary
Easily Handled
Strong, Durable

Ledge each side to prevent pushing or pulling of food to the floor. Cast Iron ends secured by our patented device.

Stock Lengths—4, 5, 6, 7, 8, 9, 10, 12 ft. Odd lengths made to order.

STEEL JACKET FEED COOKER HEAVY CAST IRON CALDRONS

MADE IN 7 SIZES
Nos. 20,30,40,60, 75, 90 and 120



These Cookers are indispensable to Farmers, Butchers or Stock Men. Grains that are useless for other purposes, by the use of these cookers are made as valuable as the best marketable products.



Heavy Galvanized Steel Stock Watering Troughs

Standard size holds about 10 imperial gallons to foot. Other sizes made to order.

Regular Stock Lengths, 6, 7, 8, 10 and 12 ft.

Made without rivets. Heavy Cast Iron end fastened by our patented device.

These are articles that appeal to every farmer, as they assure real value for money invested. Let us have your inquiry at once. Our proposition means money to you.
We guarantee absolute satisfaction. Hot, dry weather does not injure them; no leak, no rusting.

Erie Iron Works, Limited, MAKERS St. Thomas, Ont.

Come and see us in the Manufacturers' Annex, under the Grand Stand at Toronto Exhibition. Every hardware dealer attending the Fair will be made welcome at our booth.

A NEW HECLA FURNACE CATALOGUE

is just off the press, and if you have not already received a copy, send a card and we shall mail you one immediately.

The catalogue explains in detail the value not only to the dealer but to the consumer of those distinctive features of HECLA Furnace construction, such as Fused Joints, Steel Ribbed Fire Pots, Circular Water Pan, Cast Iron Combustion Chamber, Individual Grate Bars, etc., and shows how their advantages can be clearly and convincingly explained to a prospective buyer.

The present popularity of the HECLA Furnace is founded on its success in operation—a success that is general from the Atlantic to the Pacific. The good will created by the many thousands of HECLA heated homes all over the country and the influence of the widespread and systematic advertising which we are doing in the newspapers and magazines throughout Canada is of inestimable value to the men who install HECLA Furnaces.

Moreover, we carry large stocks of HECLA Furnaces not only at Preston, but at convenient shipping points throughout Canada, from which prompt delivery can be made.

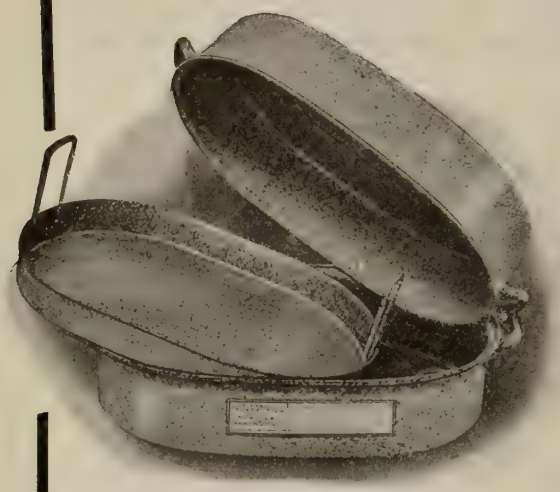
There are still some points where we have no agencies. If there is no HECLA dealer in your town, write for a catalogue and get our proposition. We can not only help you sell furnaces, but help you sell them at a profit.

Clare Bros. & Co., Limited, Preston, Ont.

Branches:

Clare & Brochest, Limited, Winnipeg.
Race, Hunt & Giddy, Edmonton.
Reynolds & Jackson, Calgary.
J. M. Kains & Co., Vancouver.
The Mechanics Supply Co., Quebec, Que.

NOW—There's good business in this!



Cut Shows Roaster Open.

McClary's

"PERFECTION" ROASTER

Will be wanted by every customer of yours—when you show them its wonderful advantages.

Prevents loss of meat by shrinkage. Cooks all kinds of meats perfectly. Retains all the natural juices in the meat.

Food cooked in the Perfection is more nourishing and strengthening.

NO BASTING. NO GREASY SPLUTTER ALL OVER THE OVEN. NO BURNT FOOD.

ORDER NOW—We will send you some beautiful and effective window display cards got up in colors.

McClary on goods is a Quality name.

McClary's London, Ontario

McClary's Ship Quick

Toronto Montreal London Vancouver St. John, N.B. Hamilton Winnipeg Calgary Saskatoon

Quick Action Means Business in These



McClary's Grain Scoops and Grain Baskets



will be in demand by your Farmer Friends—but they must get quick service—

McClary Grain Scoops are made from heavy gauge and strongly handled.

The grain Baskets are made from heavy gauge galvanized iron—strong and lasting in quality.

Order To-day

McClary's London, Ontario

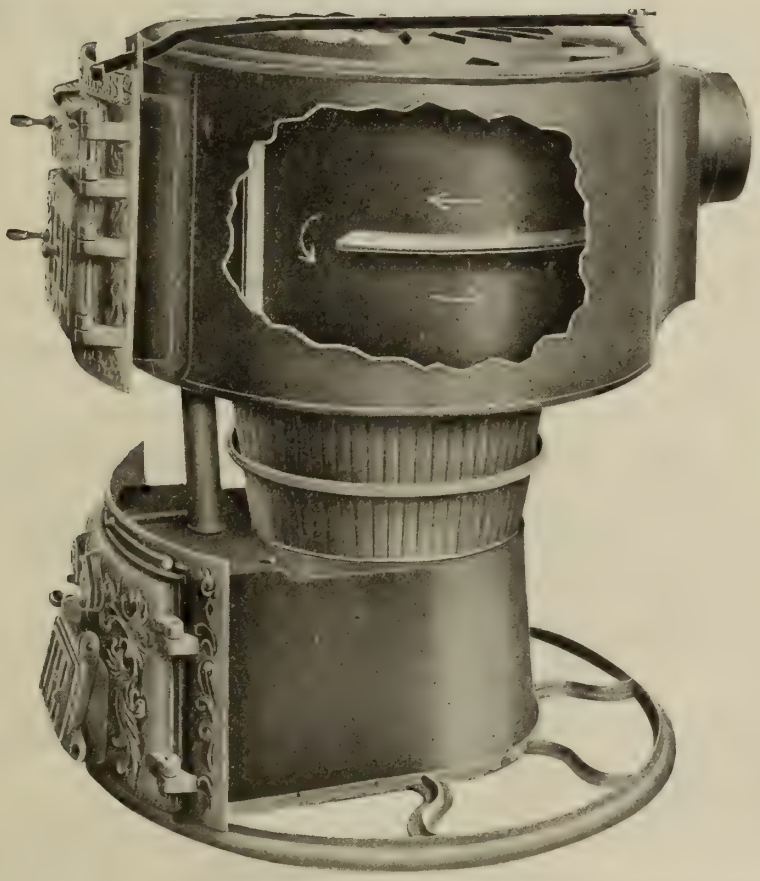
McClary's Ship Quick

Toronto Montreal London Vancouver St. John, N.B. Hamilton Winnipeg Calgary Saskatoon

YOUR FURNACE PROFITS

will rapidly increase if you make a specialty of

The Pilot Success Furnace



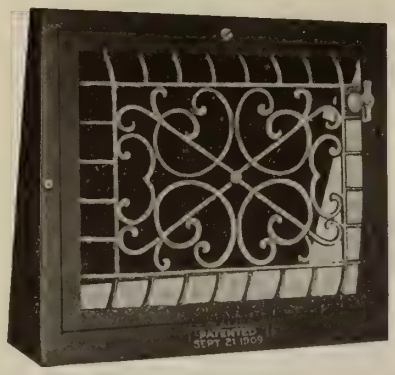
It has an extra long fire travel which completely absorbs all heat —none goes to waste up the chimney, as is a common occurrence with most furnaces.

Constructed of only the highest grade materials and is nicely finished.
It is certain to attract prospective buyers.

Let us send you full particulars at once.

The Hall Zryd Foundry Co., Ltd.

HESPELER, ONTARIO



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

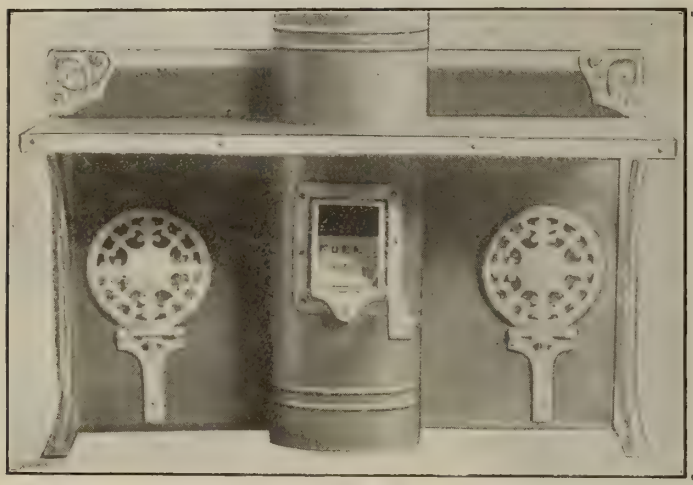
Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario



The Barker Fuel Saver

Is Another Important Feature Of Our Ranges

We have recently added this new attachment to our ranges. It has been thoroughly tested and proved to be a valuable addition. With it the housewife can save from 15 to 25 per cent. of the fuel, by keeping the fire under perfect control. This is a very strong selling point and a feature that the trade is quick to recognize.

Write for descriptive catalog on our High Grade Ranges. You'll be interested.

D. J. BARKER & COMPANY - Picton, Ontario



Here is YOUR Chance

to make your range department more profitable and more satisfactory.

"Happy Thought" Ranges

are known from one side of the continent to the other and recommended by every housewife who ever used them.

The **"HAPPY THOUGHT"** works equally well with coal or wood and gives a longer and more reliable service than any other.

This is not a claim, but a fact, and we can prove it.

Get a **"HAPPY THOUGHT"** Catalog at once. Each sale brings a good profit.

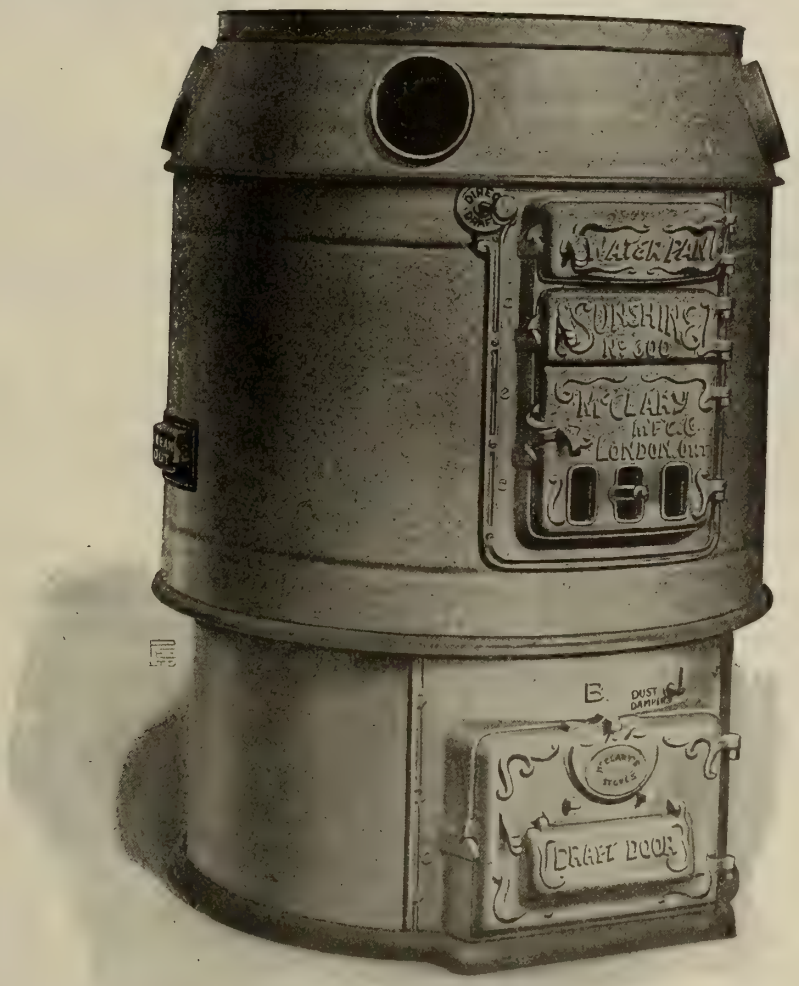
The William Buck Stove Co., Limited

Calgary Saskatoon Vancouver Brantford Montreal Winnipeg

YOUR HEATING CONTRACTS SHOULD BE CLOSED EARLY

THIS IS POSSIBLE WHEN YOU SPECIFY

SUNSHINE FURNACES



THEIR INSTALLATION BRINGS MORE
BUSINESS AND BIGGER PROFITS TO YOU

THE ADVICE OF OUR HEATING DEPARTMENT IS AT YOUR DISPOSAL

"McClary" on Goods is a Quality Name.

McClary's

Order from our nearest branch to-day.

Toronto, Montreal, London, Vancouver, St. John, N.B.
Hamilton, Winnipeg, Calgary, Saskatoon

For Quick and Satisfactory Sales Try

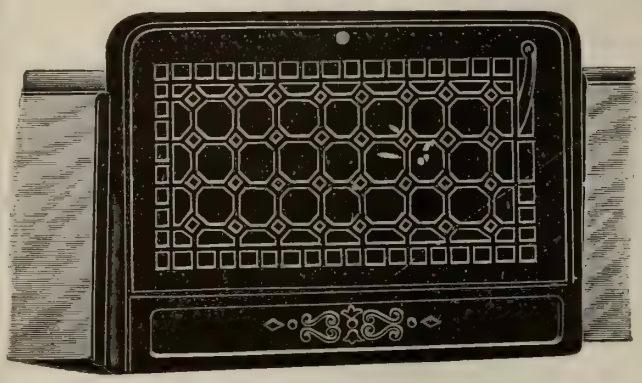
"EMPIRE"
HOT AIR REGISTERS

These are two popular and very neat designs that are sure to attract those who are interested.

The "Empire Special" Register meets the demand for a register with a large opening. Has all the qualities that are required to assure the complete satisfaction of the user.



EMPIRE SPECIAL
New design, made in full sizes from 7 x 10 to 12 x 15



MOORISH DESIGN CAST REGISTER
Made in full sizes from 7 x 10 to 12 x 15

Made in Japanned, nickel-plated and oxidized

Write us to-day for full particulars, catalogue and discounts.

Other dealers are making good profits by handling this line—you can do the same. We guarantee to please you. *Do not Delay.*

THE

Canadian Heating & Ventilating Company, Limited

OWEN SOUND :: ONTARIO

Or The Canadian Heating and Ventilating Co. Branch:
521 Henry Avenue, Winnipeg, Man.

ALL YOUR CUSTOMERS WILL WANT THIS



Here Is What Has Been Needed to Make Perfect the Equipment of Fireless Cookers

"IDEAL" TRIPLICATE PAILS OF PURE ALUMINUM

For cooking several things at one time in one compartment of a Fireless Cooker.

Freight Prepaid on First Order for one Dozen or More Sets

BIG DEMAND FOR THIS ARTICLE

TRIPLICATE PAILS OF ALUMINUM is what has been lacking to make the equipment of Fireless Cookers perfect. As always we lead with the latest and best cooking devices—things the people want. These pails are made from heavy seeets of PURE ALUMINUM, seamless and have self-locking covers. Each pail has capacity for two quarts. Three together 9½ inches in diameter. Same diameter as 8-qt. kettle.



Not only the IDEAL equipment for a Fireless Cooker (any make) but also splendid for cooking several things at one time over one burner of a GAS or OIL STOVE.

Prices: Retail $3.00 per set

Dealers $24.00 per Dozen Sets.

Made Exclusively by

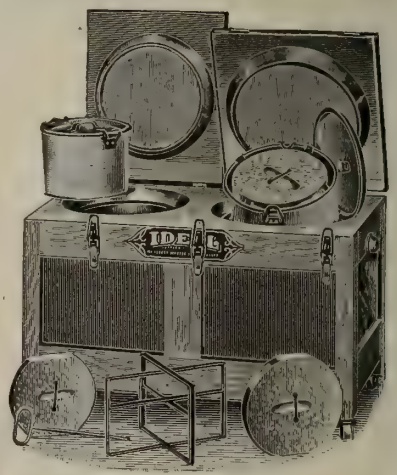
THE TOLEDO COOKER CO., 1319 W. Bancroft St., TOLEDO, OHIO
LARGEST MANUFACTURERS OF COOKERS IN THE WORLD

SPECIAL OFFER COUPON FOR TRIPLICATE PAILS

TOLEDO COOKER CO., Toledo, Ohio:
I understand as a Special Introductory Offer to dealers on your Triplicate Pails of Pure Aluminum, you will PREPAY freight on first order for one dozen or more sets.

Send me .....doz. Sets
..... doz. "Lifters"
Name .....
Address .....

TERMS: 30 days, net; 2% cash, 10 days.



"IDEAL" Fireless Cook Stove

The Cooker with the "Water Seal" top. Pure aluminum lining, vulcanized solid oak outer casting.

Finest built, Best Cooking, Handsomest Cooker on the Market.

Send for our catalogues and prices on Steam and Fireless Cookers. Write to-day.



Galvanized Cornices

Skylights Ventilators

Curved Eavetrough

Special Galvanized Iron Work of All Kinds

WRITE US FOR ILLUSTRATED CATALOGUE AND PRICE LIST

THE METALLIC ROOFING CO. OF CANADA, Limited

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

C 92



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.
We manufacture all kinds of lumber tools. Light and Durable.

Send for Catalogue and Price List. **Long Distance Phone No. 87.**

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

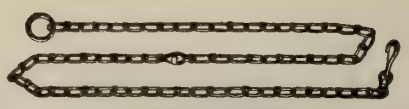
The Thos. Pink Company, Ltd., Manufacturers of Lumber Tools

PEMBROKE, ONT.

New Process Steel Wire Trace Chains

Tie Out Chains
Halter Chains
Dog Chains
Cattle Chains

THE MOST SATISFACTORY CHAIN TO HANDLE



TIE OUT CHAINS



HALTER CHAINS



CATTLE CHAINS—Close Ring

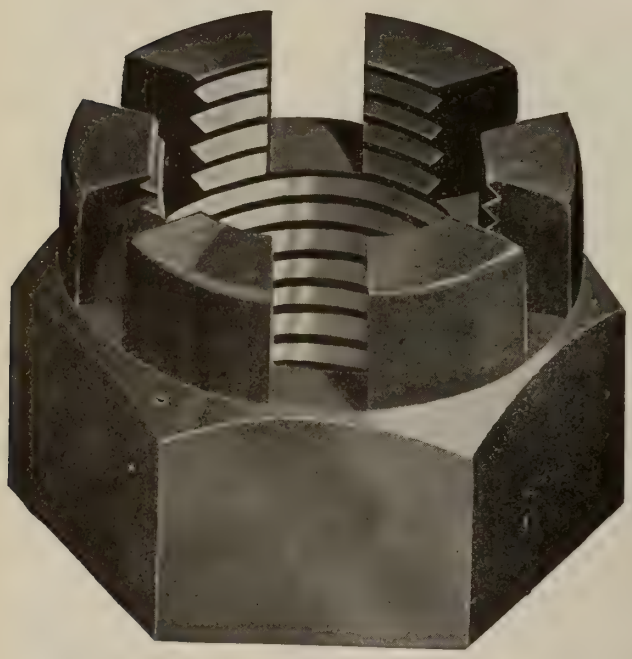


CATTLE CHAINS—Open Ring

MANUFACTURED BY

THE B. GREENING WIRE CO., Limited

HAMILTON, Ont. **MONTREAL, Que.**



WHICH KIND DO YOU USE?

THE reputation of NAMCO milled nuts was built up on the smooth quality and uniform accuracy that cannot be produced in the ordinary punched or pressed nut. In addition, cap and set screws with "V" or U.S.S. threads are carried in stock at the factory.

Inquire into our contract proposition. Send for the "Standard Product" Booklet. See the variety carried in stock for immediate delivery.

NAMCO special milled products are made on the latest type machines that facilitate rapid and accurate production. Parts to specifications completed on short notice. Let us make you a quotation on your samples.

"Special or Standard" Products Booklet sent on request.

The National-Acme Mfg. Co.,

Montreal, St. Henri and G.T.R.

Preston Metal Garages

have met with such favor among automobile owners that they are becoming known all over the country. In order to handle inquiries coming in we want agents all over the country.

Every auto owner is a prospect. **Write to-day for full information in regard to the agency for your territory.**

MENTION HARDWARE AND METAL

THE METAL SHINGLE & SIDING Co. LTD

PRESTON ONT. MONTREAL QUE.

You Can Sell These Machines NOW!

They're hot weather washers because they wash clothes thoroughly without any labor

They Run Themselves



In every house where running water is available there is a possible purchaser.

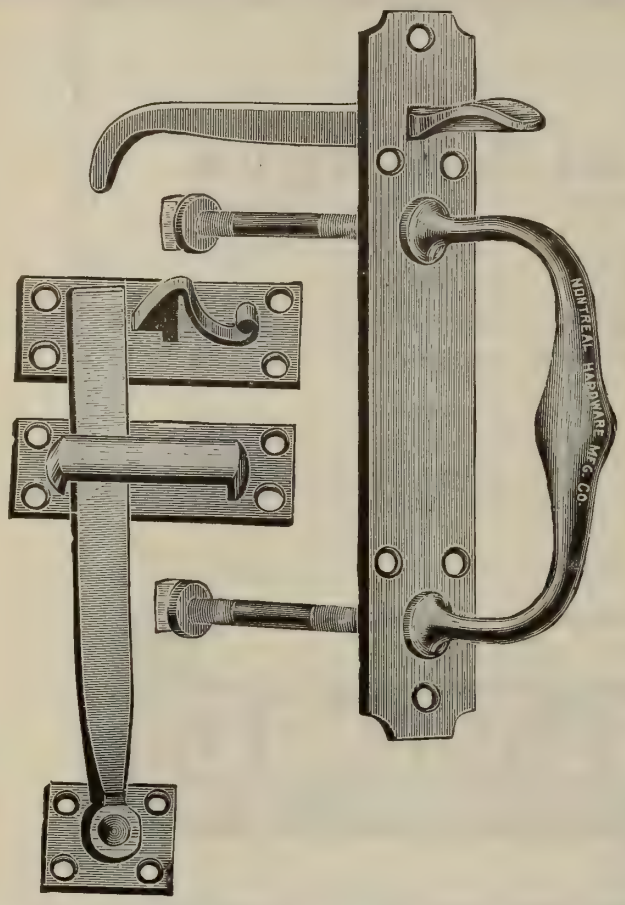


MADE BY

Cummer-Dowswell, Limited

HAMILTON, ONTARIO

Agents:
W. L. Haldimand & Son, MONTREAL
H. F. Moulden & Son, WINNIPEG



ALL STEEL
DOOR LATCHES

This latch is made from pressed steel throughout and is fully guaranteed.

We also manufacture a full line of

BUTTS, HINGES, LIGHT T AND STRAP HINGES, DOOR BOLTS, HITCHING RINGS, Etc.

of high quality.

Our prices are right.
Send for Catalogue and Price List.

The Montreal Hardware Manufacturing Co., Limited
Montreal, : : : : Quebec

IMPERIAL --- STANDARD --- SCALES

400 Varieties **Accurate, Durable, Well Finished**
——— Send for the large 128 page catalog and prices, No. 66 ———

Butchers' Scales
Bathroom Scales
Confectioners' Scales
Dairy Scales
Druggists' Scales
Foundry Scales
Grain Warehouse Scales
Grain Elevator Scales
Grocers' Scales
Tea Scales

Platform Scales

All Capacities

300 Lbs. to 3000 Lbs.

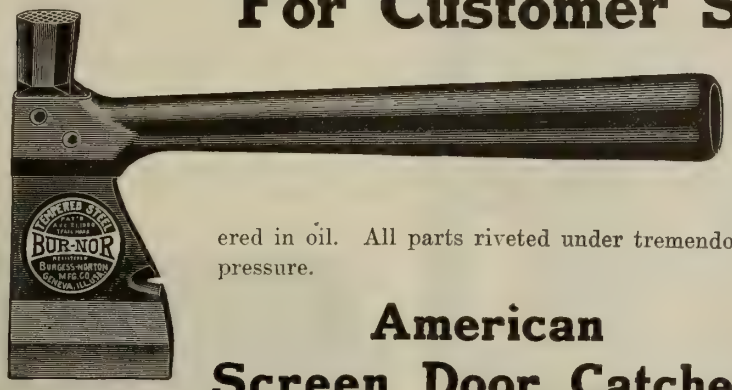


Letter and Postal Scales
Railway Depot Scales
Railway Track Scales
Rolling Mill Scales
Salt, Meat and Fish Scales
Stock Scales
Steelyards
Weigh Beams
Union Scales
Etc.

The Burrow, Stewart & Milne Co., Limited
HEAD OFFICE AND WORKS: HAMILTON
Offices and Warehouses at Toronto, Montreal and Winnipeg

Sell Bur-Nor Hatchets

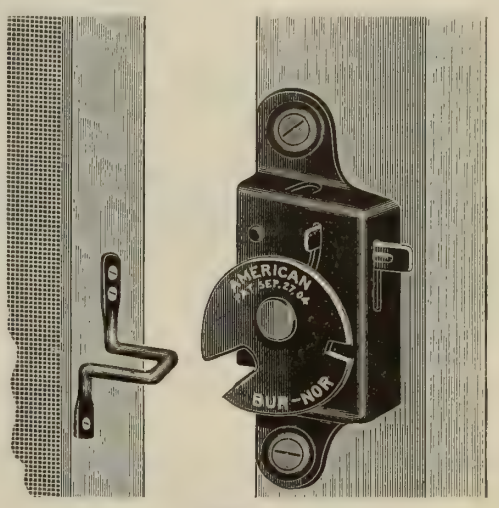
For Customer Satisfaction



They have strongly reinforced handles, can't shrink and are fifty per cent. stronger than second growth hickory. Blades carefully tempered in oil. All parts riveted under tremendous pressure.

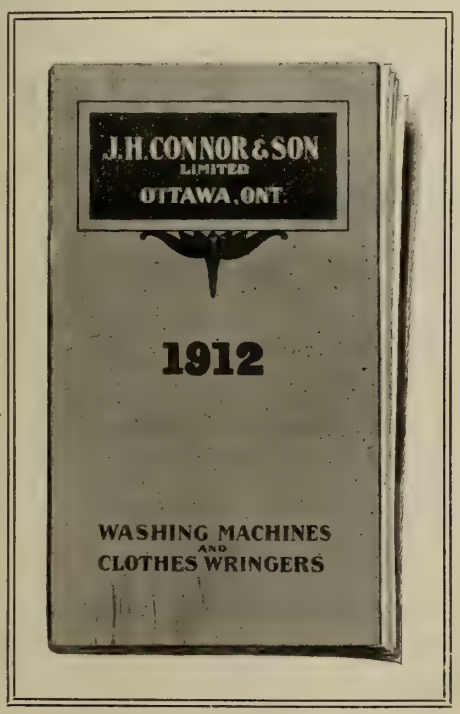
American Screen Door Catches

are steady sellers during fly time. They make a good addition in profits with every screen door set or piece of wire cloth sold. Right now is the time to get these catches. Get our prices and catalogue on these lines before buying elsewhere.



No. 3
(Showing Door Open)

BURGESS-NORTON MFG. CO.
Geneva, Illinois, U.S.A.



Dealers Greatly Interested In Our New Catalogue

Alert, progressive dealers are greatly interested in our new catalog, illustrating as it does the very latest improvements in washing machine construction. After reading and studying this catalog you'll get many new ideas about washing machines. You'll see the value of taking hold of Connor Washers and Wringers energetically. Drop us a card for a copy. We want every progressive dealer to get a copy whether or not he handles the Connor Line.

J. H. Connor & Son
Limited
Ottawa - - Canada

THE 4 CARDINAL VIRTUES OF THE FOX FLOOR SCRAPING MACHINE

1. Simple of Construction.
2. Easy to Operate.
3. Leaves a Perfect Finish.
4. Inexpensive.

Every Fox Scraper is guaranteed to do perfect work.



Manufactured by

FOX SUPPLY CO.

112 King Street
BROOKLYN, WIS.

THE FOX FLOOR SCRAPER IS SOLD BY:—

The E. Cavanagh Co., Ltd.
Montreal

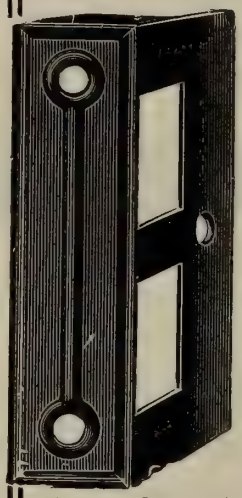
The James Walker Hardware Co., Ltd.
Montreal

Durand Hardware Co.
Montreal

Frothingham & Workman, Ltd.
Montreal

Prompt deliveries will be made.
Write for Catalogue and Prices.

NATIONAL Steel Rim Locks



have, through their past service, proved that they are the easiest operated, most durable, and absolutely the safest on the market.

They cannot get out of order, as they are extremely simple and extra strong where strength is most needed.



If you do not know the National Lock, get acquainted, as it means more money for YOU.

Order from your jobber.

National Hardware Company, Ltd.

ORILLIA, ONTARIO, CANADA

Davidson's Cleveland Filter



DIMENSIONS—11x18

Enameled Royal Blue Outside with a Snowy White Interior

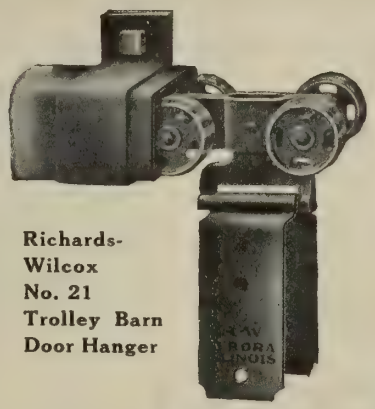
CAPACITY—12 QUARTS

Filters through a natural stone making it impossible for the typhoid germ to get below into the drinking water. They are easy to clean and keep sanitary as all that is necessary is to scrub off the sediment collected on the top of the stone and the filter is again in perfect condition and ready for good service. The top vessel of filter is furnished with a bail handle and the base has side handles and a nickel plated faucet. New stones can easily be refitted when needed.

The Thos. Davidson Manufacturing Company, Limited

MONTREAL WINNIPEG TORONTO

Push and Pull



Richards-Wilcox No. 21 Trolley Barn Door Hanger

Push and pull doors equipped with Richards-Wilcox Door Hangers—as often as you wish, for scores of years—they will always run smooth, easy and sure—always move straight, without wobbling. Richards-Wilcox Door Hangers will last for years under hard use, because they are the result of thirty years Hanger building experience—they're made right—from right materials and by right men.

You, your customers and clients can depend on Richards-Wilcox Door Hangers. **Get catalogs and prices to-day.**

A Hanger for Any Door That Slides

Richards-Wilcox

MANUFACTURING CO.
AURORA, ILL. U.S.A.

HEADQUARTERS

LAMP BLACKS

Sixty-two Years In Business

Sixty-two years' experience, enabling us by dint of superior quality in building up the largest business of bulk and package Blacks, not only in England and America, but in the world.

In order to be sure of the best and most economical, look for the Red Seal on every package.

Manufacturers of Old Standard, Eagle, Globe and Pyramid Germantown Brands.

WHY BUY THE NEAR BRAND WHEN THE BEST IS PROCURABLE?

LAMP BLACKS

L. MARTIN CO
81 FULTON STREET
NEW YORK U.S.A

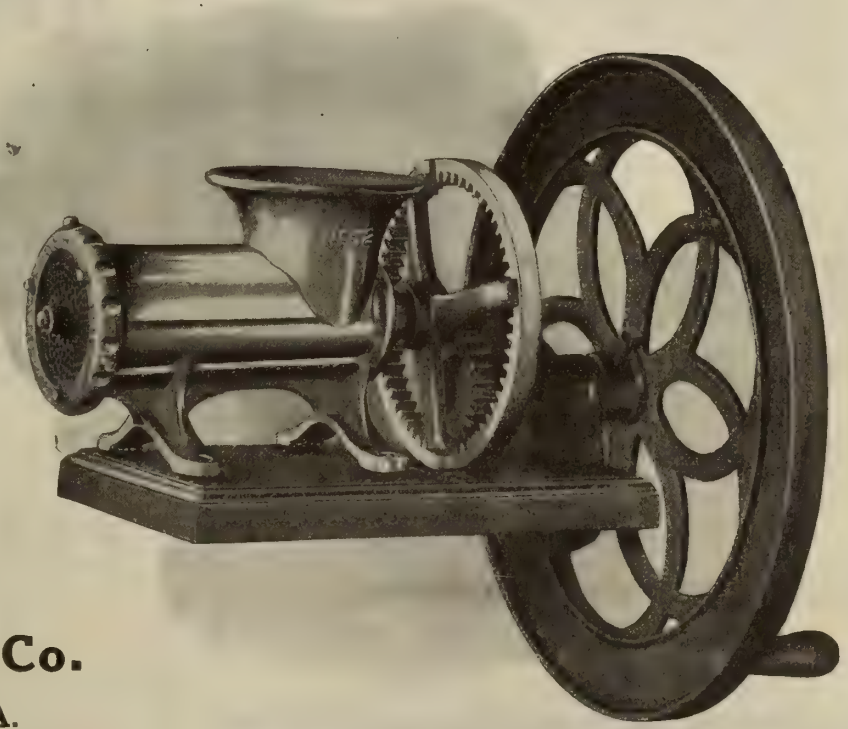
Add This MEAT CHOPPER To Your Stock

You Will Get Splendid RESULTS

Our Eclipse Double Gear Attachment has proved a great improvement on food choppers. It requires about one-third as much power as an ordinary hand chopper, and being more compact and durable should last an age, with proper attention. Can be placed in a convenient position for operating, is easy to adjust and separate for cleaning. Constructed of the very best material by expert mechanics. Display this chopper in your window and you will soon procure excellent results.

Write to-day for catalogue and prices.

We also manufacture **Refrigerator Door Fasteners, Refrigerator Hinges,** and various other articles that are a necessity to the butcher.



Bernard Gloekler Co.

PITTSBURGH, PA., U. S. A.

DISSTON
Quality Tells

The mechanic using

DISSTON

SAWS, TOOLS and FILES

obtains those full and satisfying results which make him an earnest advocate of the DISSTON BRAND.

HENRY DISSTON & SONS
INCORPORATED
Keystone Saw, Tool, Steel & File Works
Established 1840 PHILADELPHIA, PA.

THE WEST APPROVES



of X CELL Dry Batteries. Made right in Winnipeg, they reach customers fresh and full of vitality. Our No. 8—for engine work—is furnishing reliable ignition to thousands in Western Canada. The standard dry cells of the West today are

X CELL
Dry Batteries

Guaranteed to reach the trade under six days old. Made so that dealers need fear no shelf depreciation. Highest in initial amperage, highest in recuperative powers.

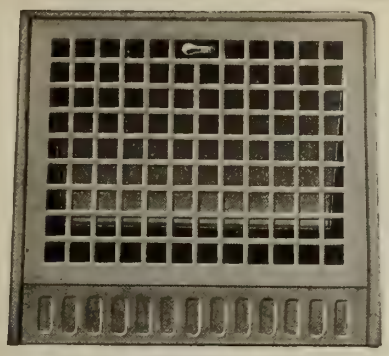
LET US PUT YOU IN TOUCH
WITH THE NEAREST JOBBER

Canadian Carbon Company
OF WINNIPEG, LIMITED
Bury and Irish Ave., - - - Winnipeg
E. W. HANNA, President and Managing Director

WINDOW GLASS

Prompt import from Belgium, Chancel Glass, Plate Glass, Colored Glass

B. & S. H. Thompson & Co.
LIMITED
MONTREAL, QUE.



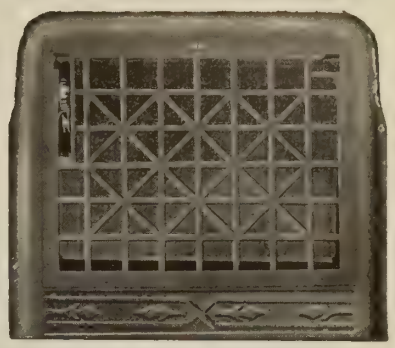
STEEL BASEBOARD REGISTER
ALL STEEL
LIGHT SHIPPING WEIGHT

MR. FURNACE MAN

THE ONLY WAY TO MAKE MONEY IS BY USING "THE FERROSTEEL LINE" OF REGISTERS

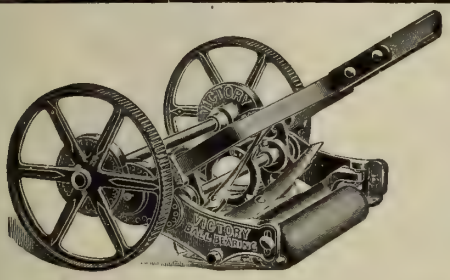
Our reputation is unequalled for highly finished goods—complete satisfaction guaranteed.

BASEBOARD and FLOOR REGISTERS
FACES and BORDERS
ALL SIZES—ALL FINISHES



TORONTO BASEBOARD REGISTER
CAST IRON
WRITE FOR CATALOG and PRICES

CANADIAN FERROSTEEL COMPANY, LIMITED, BRIDGEBURG, ONTARIO

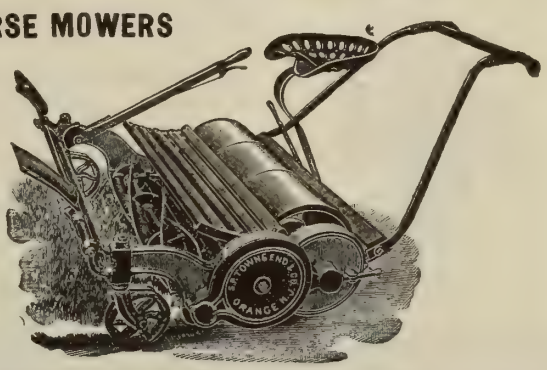


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS

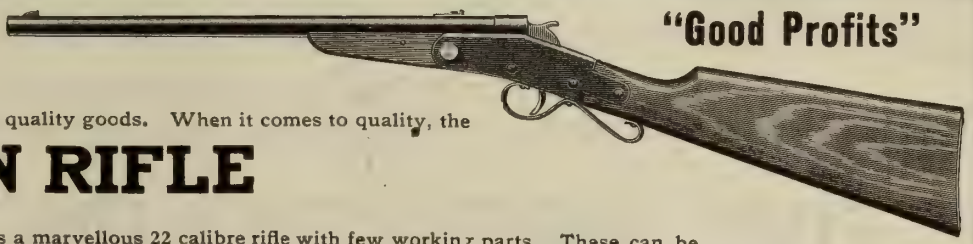


Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.

The Straightest Aim



"Good Profits"

at YOUR success is the handling of quality goods. When it comes to quality, the

HAMILTON RIFLE

cannot be beaten for the price. It is a marvellous 22 calibre rifle with few working parts. These can be easily kept clean. Its safety, strength and accuracy give it an unlimited popularity with every user. The finish and design make it very attractive. The good profits will appeal to you. Get our circulars.

For Sale by all Jobbers

C. J. Hamilton & Son - Plymouth, Mich.

CORRUGATED IRON—Straight or Curved

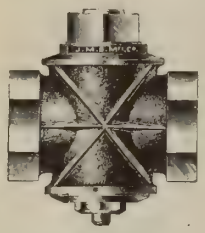
Every sheet is stamped absolutely straight and uniform.

Conductor Pipe Eavetrough Elbows Skylights
Ridge Roll Valleys and Ventilators

WHEELER & BAIN

The Quick Shippers

TORONTO



ROUNDWAY STEAM COCK



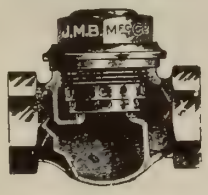
EJECTOR



J. M. T. VALVE

SELL OUR GUARANTEED

ENGINEERS' SUPPLIES



J.M.T. CHECK VALVE

We believe we have the largest line of Engineers' Supplies in Canada. You run no risk when selling our products, they are guaranteed to completely satisfy YOU and the engineeer.

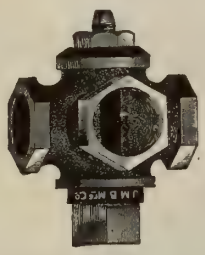
Our line is strictly up-to-date, finely finished and very durable.

If you want to procure the Engineers' patronage recommend OUR GOODS only.

Give Them a Trial—Write for Calalog.



INJECTOR



THREE WAY STEAM COCK

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide Street West - - TORONTO

MR. HARDWARE DEALER:

Don't wait till the hunting season is on but order now and be prepared to meet the demand for this

FIVE SHOT REPEATING RIFLE

"MAUSER" MODEL 71/84 CONVERTED

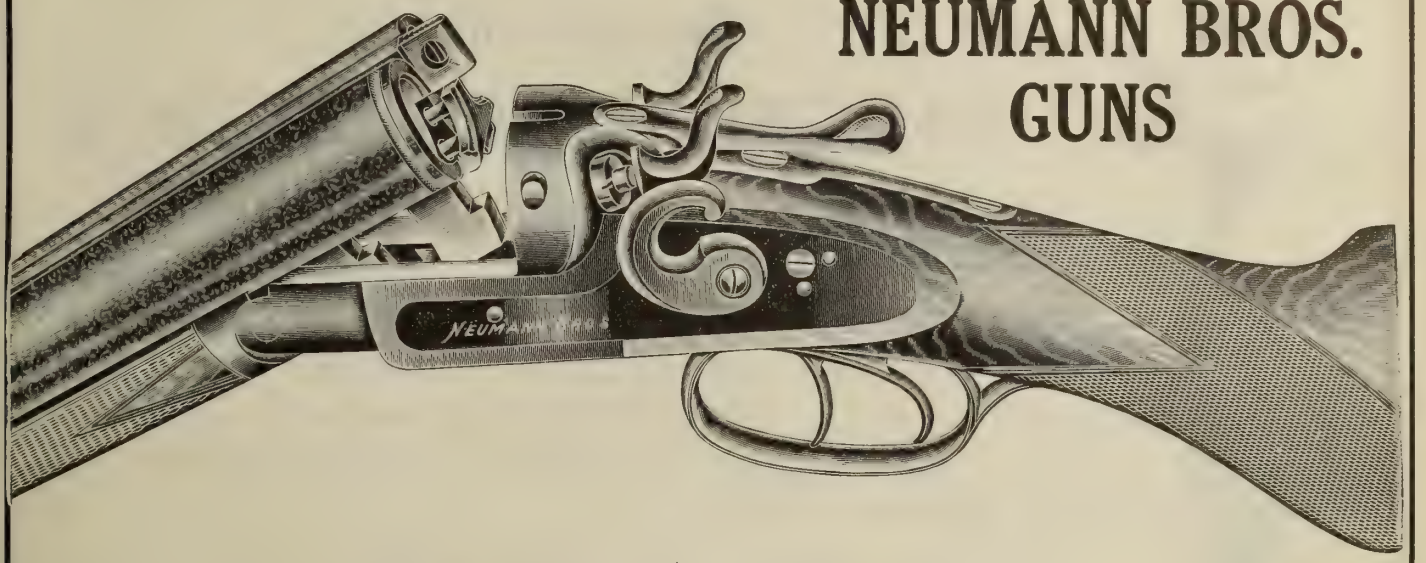


Bolt Action. Caliber 11 m/m or 43. GUARANTEED SATISFACTORY and e tirely unused. Length 42 inches. Length of Barrel 24 inches. Weight 8¾ lbs.

This Rifle is a very powerful and strong Repeating Rifle for hunting Deer and Larger Game. Correctly sighted. Perfect safety device. Easily kept in order and preferable to any other Repeating Rifles of same Caliber.

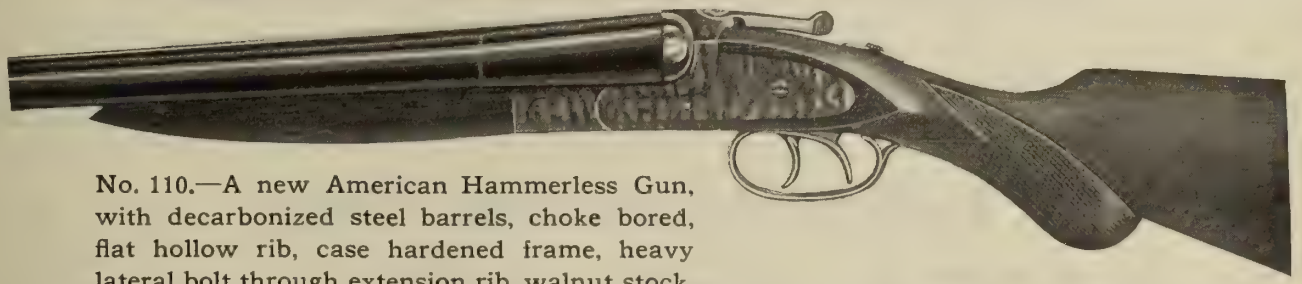
FOR SALE BY ALL LEADING WHOLESALE HARDWARE HOUSES

NEUMANN BROS. GUNS

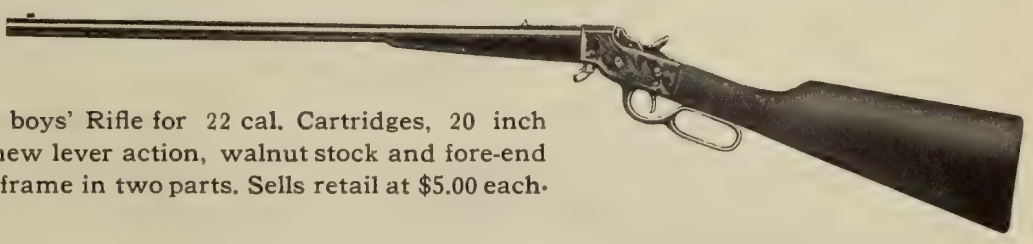


No 1700.—Fine Damascus finish steel barrels, left barrel choke bored, flat extended rib, case hardened frame, top snap action, triple bolted, walnut stock and fore-end.

GAUGE	10	12	16
SELLS RETAIL FOR	$13.75	$13.00	$13.00 EACH



No. 110.—A new American Hammerless Gun, with decarbonized steel barrels, choke bored, flat hollow rib, case hardened frame, heavy lateral bolt through extension rib, walnut stock, full pistol grip, rubber butt plate, automatic safety 12 gauge. Retails for $21.00 each.

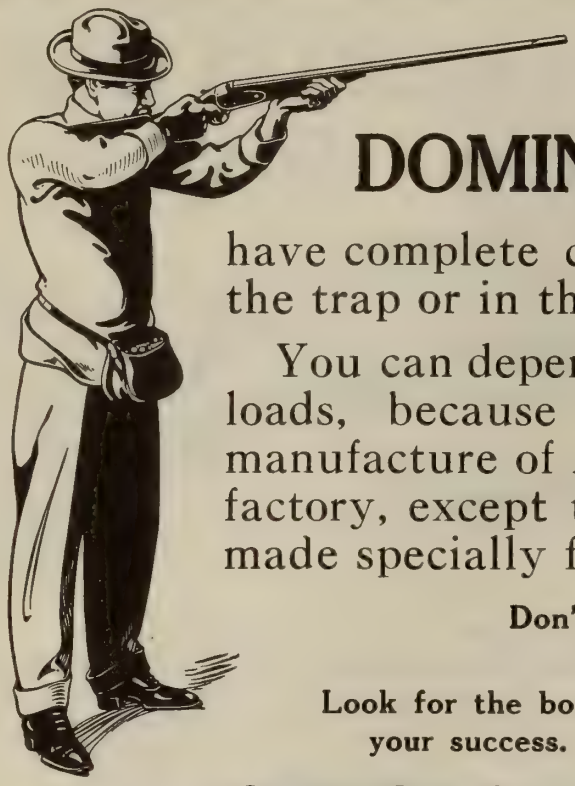


No. 822—New boys' Rifle for 22 cal. Cartridges, 20 inch round barrel, new lever action, walnut stock and fore-end takes down at frame in two parts. Sells retail at $5.00 each.

DISCOUNT TO DEALERS

Caverhill Learmont & Co

MONTREAL



Shooters who use

DOMINION AMMUNITION

have complete confidence of the best results at the trap or in the field.

You can depend on the regularity of Dominion loads, because everything entering into the manufacture of Ammunition is made in our own factory, except the Smokeless Powder, which is made specially for us.

Don't forget to ask for Dominion Shells and Cartridges.

Look for the box bearing our Trade Mark, which insures your success. Every box is absolutely guaranteed.

DOMINION CARTRIDGE CO., Limited

MONTREAL - CANADA

Tell Your Customers That

ANTI-DUST SWEEPING POWDER

MEANS

FLOORS CLEAN — CARPETS BRIGHT

ALL DISEASE GERMS KILLED — HOME FRESH AND SWEET

NO DUST WHILE SWEEPING

EVERY HARDWARE DEALER CAN SELL ANTI-DUST—IT BRINGS A GOOD PROFIT

MacLaren Imperial Cheese Co., Limited

DISTRIBUTORS FOR ONTARIO

Sapho Mfg. Co., Limited - - Montreal

The Value of Special Publicity Efforts

And the Limitations, Particular Attention Being Given to the Question of Parade Floats—Two Attractive Floats by Hardware Firms Described—Special Efforts Should be Used in Conjunction with the Regular Campaign.

The publicity efforts of the hardware dealer are confined pretty largely to newspaper advertising and window dis plays. These are the staple, every-day-in-the-year features of the campaign and it is from these two sources that the results come. A permanent business of any size could not very well be built up if the store windows were neglected and no use made of newspaper advertising.

Some dealers have found ways and means of securing business by original publicity methods. They get out of the beaten track; and probably succeed for that reason. For instance, a hardwareman whose shop is located in an outlying ward of one of Canada's biggest cities and who, accordingly did not feel that the scope of his business warranted him in using space in the daily papers, has made good use of blotters with advertising matter printed on them. Last year he sent out a number bearing a talk on lawn mowers and his sale of lawn mowers was a record breaker. This year he did not send out any blotters but the lawn mower sales kept up just the same. Thus the effort made the previous year had helped to build up what looks like a permanently good connection in that line.

Some dealers send out souvenirs and depend on the distribution of printed matter from door to door. Generally speaking, these methods have little practical value unless worked in conjunction with regular advertising and window displays. They are probably just as expensive in the long run. Circulars and bills are not the most economical form of advertising if persisted in regularly.

Of course, there are cases where the dealer is compelled to resort to such means if he desires to make any kind of bid for publicity. This is sometimes the case in a large city where the dealer has a business confined to one section or in a small place where there is no local newspaper.

Personal Letters Help.

As an adjunct to a live advertising campaign, the sending out of letters and literature is generally found effective. For instance, the mailing of personal letters or circular literature to store prospects has been found a most effective method of stirring up trade in stores. It is doubtful, however, if a dealer who confined his efforts to that one feature, would get results to any marked degree.

SPECIAL EFFORTS.

There are times when the hardwareman gets out of the beaten track of well organized publicity and indulges in what might be termed a special effort. The fall fair exhibit and the parade float are good examples of special efforts. They have their value but no effort of a temporary nature can reap fullest results unless worked in conjunction with a publicity campaign based on well-tried lines.

The imminence of Labor Day makes this article one of especial interest to hardwaremen.

There are some methods in less general use which have little if anything to recommend them. Giving yard articles was once a very common form of advertising (?) and the results were generally of a very negligible quantity. The yard stick is such a commonly used article that people use it without giving a thought to what may be printed on it.

As for advertising on church programmes, or on any kind of programmes for that matter, there is nothing to recommend it. If a dealer feels that he must indulge in this sort of misplaced philanthropy, he should charge it up to charity, not advertising.

This Pays Well.

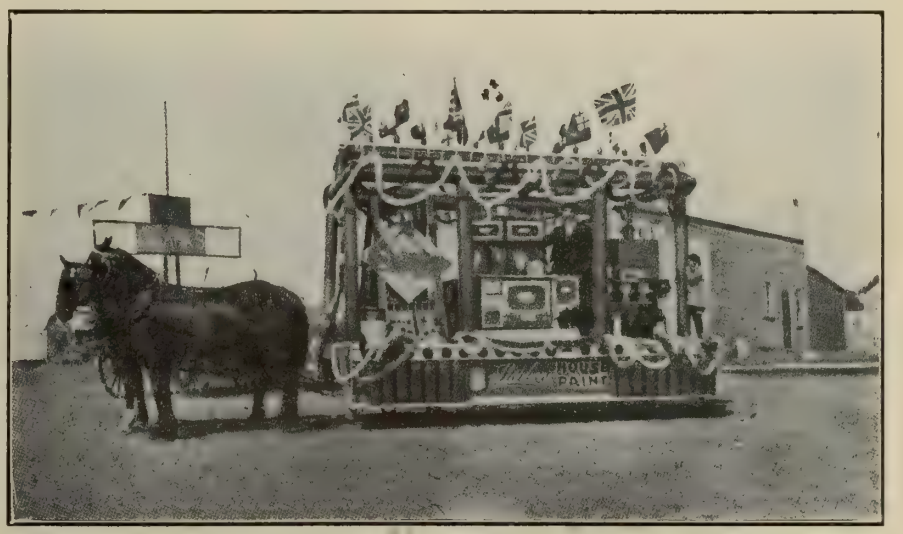
Making exhibits at fall fairs may be classed under the head of special publicity efforts. This question has been most thoroughly dealt with, however, in recent issues. The advisability of exhibiting at fall fairs seems to be pretty generally conceded. Some dealers have undoubtedly reaped golden results.

The Value of the Float.

Somewhat similar to the fall fair exhibit as a means of publicity is the parade float. It is not by any means effective but it has, nevertheless, a certain value.

Civic patriotism enters to a certain extent into the preparation of a float. A certain amount of value attaches to it for that reason alone. The people who turn out to see the parade—and that means everyone—appreciate the fact that the firms, who have placed floats, have voluntarily gone to a great deal of trouble and some expense for their (the public's) amusement. This creates a feeling of friendliness toward each firm represented. Even if no business resulted directly, the establishment of this cordial sentiment would well repay the dealer for his time and expense.

However, a good float has undoubted value from the advertising standpoint. People go to see a parade with the intention of seeing everything and each float that passes gets close attention from thousands of pairs of eyes. If a



Original float entered by McLellan & Co., Perdue, Sask., in field day parade.

novel idea has been introduced or a particularly attractive display of goods arranged, the float will come in for a great amount of attention and will be discussed in practically every home afterward.

Of course, the impression is in one sense a transitory one. The float soon passes and is succeeded by others. There is no opportunity afforded the people to step up and look at the goods and thus give the salesman a chance to secure business. In this respect, the float is far inferior as a business measure to the fall fair exhibit. As said before, however, it has a value of its own.

An Attractive Float.

The second illustration shows the float entered by A. B. Bourne of Grimsby in last year's Labor Day Parade. Quite a little time was consumed in arranging this float and there was some expense attached. It proves, however, a good publicity measure and resulted in quite a little business. Mr. Bourne was well satisfied with his venture.

As will be noted, the centre of the float was used for a display of tools while the sides were draped in with paint advertising matter. The display of tools was particularly a propos in view of the fact that the parade was arranged and carried out very largely by merchants.

Used Stove Pipes.

The first illustration shows the float entered by McLellan & Co. of Perdue, Sask., on sports day in that town. They are making a specialty of highly polished stove pipes and, as will be seen, the stove pipe enters largely into the make up of this very original float. Half way between a pipe organ and a Grecian temple in appearance, the float would impress stove pipes on the minds of every person who watched the parade wind past.

But stove pipes were after all only one part of the exhibit. Stoves, coal and gas, were prominently displayed and other lines, such as tools and paint, were shown. The float was an original one and had a good measure of sales making force.

There does not seem any reason for doubting that efforts of this nature are resultful.

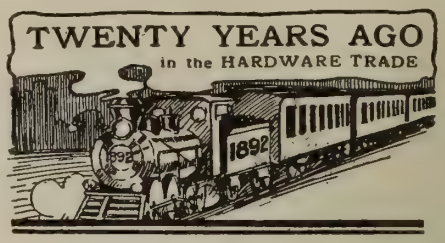
Special publicity efforts have their place in the conduct of the modern store. They can, however, be overdone. There are some hardwaremen who are so continuously engaged in special efforts that they have neither time nor money left to engage in the more legitimate, substantial and valuable forms of publicity. Their exertions are applied exclusively to freak schemes or untried mediums, and their name never appears on the advertising page of the local newspapers. They get results? Undoubtedly they get some; but the steady volume of business which comes from the regular advertising appeal is lacking. Special and seasonable efforts can be made beneficial and effective but they should not be allowed to interfere in any degree with the regular publicity campaign of the store.

HELD SUMMER SALE.

Gladstone, Man.—W. H. Squair & Son, have been holding a hot weather goods sale. The firm decided to clear out their stock of screen doors, window screens, hammocks, refrigerators, etc., for two reasons. The first was the obvious one that they did not desire to carry a large stock over until next year. The second was that they are intending to make extensive alterations to the store. The alterations are being proceeded with at once.

The sale was heavily advertised and resulted in the clearing out of a large stock.

The firm are using large advertising space and have entered upon a progressive publicity propaganda. They have adopted the slogan, "If it's from Squair's it's good."



The following items were taken from the issue of Hardware and Metal of August 27, 1892:

"A great deal of interest is being taken in Brantford and Brant County with reference to the Farmers' Cordage Co., which it is expected will start operations there shortly."

Editor's Note.—The company started and continued in business until just recently when the plant was wiped out by fire.

* * *

"While in Belleville last week, a representative of Hardware made an inspection of the store and workshops of the firm of W. W. Chown & Co., who do one of the largest businesses outside of Toronto."

Editor's Note.—The announcement was made last week that the business in Belleville is to be disposed of. The members of the firm are removing to Edmonton, where the Chown Hardware Limited has been formed.

* * *

"The Montreal bankers have made a move in the way of lessening what they call the American currency evil in Canada. At the next meeting of the Dominion Bankers' Association a motion will be made proposing a discount of from 1½ to 2 per cent. There is about four millions of the stuff at present in Canada."

Editor's Note.—American currency is more welcome now. In fact, most any kind of currency is provided that it is not counterfeit, is acceptable. There is considerably more than four millions of the stuff in Canada.

* * *

"Geo. Nicholson, bookkeeper at M. & L. Samuel, Benjamin & Co.'s Toronto, was married to Miss M. A. W. (Polly), youngest daughter of W. G. Edmonds."

Editor's Note.—Mr. Nicholson remained with M. & L. Samuel, Benjamin & Co. until a year ago, when he severed his connection.



Float entered by Grimsby hardware man in last year's Labor Day parade.

A New Line Gives General Impetus to Trade

Scope of the Hardware Store Widening More and More, so That Leather Shopping Bags are Now Being Sold—How Such a Class of Goods May Bring Benefits —It Appeals to the Women, and Draws Attention to Other Lines Which Are of Interest to Women.

There was a time when hardware lines consisted entirely of articles for building—either tools, necessary to execute the work, or articles to be installed in a structure. But that was in the old days. Things are different now. Why, to-day a hardware store has something to appeal to all classes. The days when women found nothing much to interest them there, except cooking utensils, are long since past; and fortunate it is that such is the case.

Every little time sees some new line added to the hardware stock. Indeed it is in these lines, according to the experience of a good many dealers, that the profits are to be secured. This being so, there is small wonder that those fortunate enough to have stores large enough are ever on the watch for new articles of the right kind. It is not alone for the added profits that the new goods bring, that they are popular; but they draw a new class of patronage. Any way they make the store more attractive, and so bring about sales in other lines.

Showing Leather Goods.

W. H. Thorne and Co., St. John, have made a specialty of carrying these special lines—and with good results. Lately a new feature has been added, leather goods being shown prominently. Some window trims featuring these lines have been prepared, and generally business in these specialties has been stimulated.

What is a Hardware Line?

Everyone has seen the leather shopping bags, now so popular with the ladies. Tapestry bags, too, it will be known, are in great favor. Yes, but those are not hardware lines, it may be said. Perhaps they aren't. But what is a hardware line anyway? There may be a hard and fast definition, but in an age when dealers in other classes of merchandise are slipping over into the hardware field it is only just that the hardware dealer should retaliate. From a practical standpoint, indeed, a hardware line is anything which a hardware merchant may well add to his stock, so that it increases the general profitableness of his business.

Now what lines this includes differs widely in different cases. Some men have limited room. They naturally keep the goods which pay best and leave all others. Others there are who deal entirely with men. They perhaps have their store in a district where this is the only class of trade open to them. Or they may have found this pays them best. Whatever the space at their disposal these merchants would be foolish to add goods which would appeal only to women.

Which Lines Pay Best?

But the majority of hardwaremen today count upon woman's trade to a large extent. The lines which will appeal to these buyers, therefore, are of great value, and what of these lines they will carry depends largely upon the space they can afford to devote. It is not a case of which lines would pay, but which would pay best. All cannot be carried — which then will best recompense a man for his efforts?

As has been said, W. H. Thorne and Co., have added leather and tapestry bags. Space is available in that store. Moreover, a number of lines are already carried which sell largely to women, and by adding this new class of goods something is done to stimulate the sales in the other goods which appeal to similar people. How this works is easily seen.

Women Look About Them.

Displays of the leather and tapestry bags have been arranged, as stated. These displays have appealed greatly to the women. Many have come inside to examine the bags. Many have bought, and thus a profit has naturally been made. But while examining the bags the ladies have also looked about them. Did you ever see a woman who would not look about her? There may be men who stand still, and see only what they came to see, but not women. They want to observe all that is to be seen, so they look about.

In this inspection—hurried though it may be—a lady customer can hardly fail to see some other article which appeals to her. China, brass goods, and copper ware have all been handled in Thorne and Co., for some time. It is in the part of the store where these goods are shown that the leather shopping bags have been displayed. So, anyone coming to purchase one of these, naturally sees that china, those brass goods, that cut glass, and that copper ware. What is the natural result? Why, in many cases direct sales will come. The bag once purchased the customer will look about. The articles which struck the eye will be examined. A bit of china will be picked up—how china does appeal to women. Perhaps this will be bought immediately. Perhaps the choice will fall upon some bit of cut glass or some brass or copper article. It may be that the bag will be the only immediate purchase, but the fact that the other goods have been inspected is exceedingly valuable. That makes future sales likely.

A new line, such as has been added in this St. John store, is useful in many ways. It provides an attractive feature for the tourist trade. It is a line which appeals to those who want to make some present. It is a line which will be a business bringer at the Christmas season. But perhaps it is even more valuable because it keeps the store favorably before the public. The addition of a new line means comment, and comment of the right kind is what brings trade and makes large stores. There can be no doubt that the introduction of new lines is a valuable step in very many cases, but the dealer must bear his own special needs in mind when making his selection.

STEEL IMPORTS INCREASE.

The following figures, contained in a report issued at Ottawa, are well worth close study:—

Steel rails are imported into Canada under the general tariff at a duty of $7 per ton, and under the preferential tariff at a duty of $4.50. In spite of this heavy duty the enormous total of 45,781 tons have been imported in the three months from the two countries with a total value of $1,187,910.

How Totals are Distributed.

These totals are divided as follows:

Under the general tariff—From Great Britain, 56 tons, value $1,202; from the United States, 45,668 tons, value $1,185,345. Preferential—From Great Britain, 57 tons, value $1,363. By simple calculation the figures would indicate that $320,324.50 of duty had been collected.

For the corresponding three months in 1911 the figures are as follows:—

From the United States, under general tariff, 14,547 tons, value $428,054; from Great Britain, under preferential, 609 tons, value $14,576.

This gives a total import of 15,156 tons, with a total value of $442,630, and, according to computation, a total duty collected of $104,569.50.

Increase 200 Per Cent.

Thus the imports for the first three months of the fiscal year 1912-13 show an increase over the corresponding period's imports last year of $30,625 tons, or an increase of 200 per cent.; an increase in value of $745,280, and an increase in duty collected of $215,755.

HARDWARE AND METAL

(ESTABLISHED 1888.)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES

Montreal - 701-702 Eastern Tp. Bk. Building. Phone Main 1255.
Toronto - - 143-149 University Avenue. Phone Main 7324.
Winnipeg - - 34 Royal Bank Building. Phone Garry 2313.
Vancouver, B.C. - - - H. Hodgson, 18 Hartney Chambers
London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
New York R. B. Huestis, 115 Broadway, N.Y. Phone 2009 Rector
Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234.
France John F. Jones & Co., 31bis Faubourg Montmartre, Paris.

SUBSCRIPTION

Canada, $2; United States, $2.50; Great Britain and Colonies, 8s 6d; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

UNIFORM DATES DESIRABLE.

Why should there not be uniformity in the matter of civic holiday? Under the present order of things, trade is very much unsettled and the travelling man suffers. The holiday is fixed according to local conditions and the result is that the date of observance is different in practically every municipality. For instance, here are some of the dates observed this year: Toronto, Aug. 5; Belleville, Aug. 7; Napanee, Aug. 7; Ottawa, Aug. 9; Peterboro, Aug. 12; Lindsay, Aug. 13; and Trenton Aug 14.

If uniformity cannot be obtained then the next best thing would be the compilation of an official provincial list. Let each city or town send notification of holiday date to the department of the provincial secretary, prior to August 1 of each year. Then a complete official list could be issued in the Ontario Gazette or advertised in a number of papers with provincial circulation.

ADVANCES IN MOTHER-O'-PEARL.

Reference was made in Hardware and Metal some time ago to an advance in the price of Mother-o'-pearl. Since then the price on the primary markets has taken an unprecedented bound. At the last auction sales in London, the price for the best quality was shoved up to £29-5-0 per cwt. This is the highest price ever paid, the previous high water mark having been £24-2-6, this price being paid in 1903. At that time the price was regarded with such astonishment that the transaction was referred to as a "panic sale."

It is believed, however, that the present unprecedented price is permanent. The advance is due almost solely to the heavy demand for ware with mother-o'-pearl handles and the vogue for buttons and fancy goods of that material.

It is interesting to note that the class of shells which brought the record price of £29-5-0 per cwt. sold for less than £10 six years ago.

BOGUS BILLS ABROAD.

The authorities have given out that counterfeit bills are again in circulation. One and two dollar bills have been passed at various points in Ontario.

The counterfeiters apparently have made their spurious paper money by photographing real bills with the result that the output is a weak imitation. The colors are so weak that there should be little difficulty in detecting the bills.

Nevertheless, the retail merchant will have to be on his guard. In making change even the sharpest will accept bills without even a cursory examination. With bogus bills in circulation there is always the danger that some of them may be taken in. Look at every bill you get.

LIKE BREEDS LIKE.

"Birds of a feather flock together," states the old saw. Modern scientists go a step further, and state that people who live long together, sharing their interests and emotions, come to look alike. However this may be in the natural world, it would certainly seem that something similar holds for the hardware field.

Have you ever noticed that where there is one remarkably good store in a town the other stores will be good too? Several places come to mind—places where there are two or three hardware stores and where all are working hard to make their place of business attractive, and to give the service which people so appreciate. All readers will know such.

There are other places—where business is now being carried along in a quiet, lackadaisical, way—which might be revolutionized by the effort of one dealer. But, it may be said, what would be the use of that dealer making the effort if the others would follow his lead? His store would not be any more distinctive than now.

Oh yes it would, if he continued to make the necessary effort. But that is only one side of the question anyway. The general improvement in the stores would make a general improvement in business. There is a certain class of business which is bound to come whatever happens. But an even larger part needs to be stimulated.

In a town near Peterboro there are no less than five dealers handling paint. All handle it aggressively, each trying to outdo the others. What is the result—that no single dealer does enough business to make it worth while? Not at all. The result is that a wide interest has been stirred up in paint. That one field is worked almost as it should be. Townspeople are painting. Farmers are painting. Women in town and country are painting. Each dealer in that town is doing a remarkably large trade. Each dealer is regarded as among the best accounts by the manufacturer whose line he handles.

Undoubtedly it pays to adopt progressive methods, and to lead your competitors to do the same. Thus is a general interest in your trade aroused.

A TALE OF THREE CITIES.

Within twenty miles, in the eastern part of Canada, there are three good sized towns. In two of these the hardware dealers are making good progress. They are serving the community, and are getting a fair recompense for the service they are giving. But in the third town—which lies between the other two—a very different state of affairs exists. There too, the people are being served, but the hardwaremen who give the service get little or nothing for their trouble.

Clearly there can be no territorial reason for the difference. The cause lies in people, not in position; and on close examination it appears that the credit and the blame comes right home to the hardwaremen.

The third town—the town where the profits have been shrinking—has hardware dealers who are none too friendly. They speak. Oh, yes. But they do not wish one another well. Some one, it seems, started a campaign of

price cutting. The others felt compelled to follow. None would call a halt, and so the conditions have been getting worse and worse. Some goods are sold below actual cost. Things have reached such a pass, indeed, that the man who does the most business loses the most. Yet the senseless struggle is continued.

This is not competition. Competition is a business condition which induces a man to give the best service in order to reap the best reward. This price cutting induces men to offer phenomenal bargains—not to reap rewards—but to keep others from reaping rewards.



POINTED EDITORIALS.

Watch out for bogus bills.

* * *

Screws also have risen. That too is an advance not unforeseen.

* * *

Every day adds to the security that is felt in the prospect of a bumper Western crop.

* * *

Lead pipe has advanced. Well, for over a month the coming of this advance has been predicted.

* * *

One concern has already run short of a certain make of guns. Looks like a big season even at this early date.

* * *

A western dealer buys soil pipe at 75c a foot. They always had a reputation for being free with their money out there.

* * *

Now the value of empty tin cans is being brought prominently forward. Even in this prodigal age many things are being saved from the garbage heap.

* * *

Noting the markets is worth while in hard dollars and cents, for a dollar saved on the buying price is a dollar made in the profits.

* * *

When not wanting to sell don't quote a price—not even a prohibitive price. If you need the goods badly enough to hold them at an exorbitant figure, probably others need them so badly that your price will not be prohibitive.

* * *

Difficulty is being experienced in securing enough building stone to meet the demand. The supply is all-right, but the thing is to get it in shape to deliver. Another rather annoying situation which yet shows Canada's general prosperity.

* * *

The serious danger in the shape of a zone Parcel Post measure which hangs over trade in the United States would never have come to a head if the mercantile interests had aroused themselves from their apathy in time. What is being done in Canada?

* * *

The annual fall special number of Hardware and Metal will be published next week. Arrangements have been made so well in advance that the number will be issued on time. The work of mailing will be heavy, however, and some subscribers may have to wait a day before receiving their copies.

How to Finance

THERE is not, generally speaking, anything humorous about hardware. Iron is a stern metal. It does not lend itself to levity, nor does anything connected with it; including of course the hardware trade.

However, there are times when the humorous side comes uppermost. A writer in an English weekly is affording the hardware trade in the Old Country a good laugh at the present time. Starting out with the laudable object of showing the small storekeeper how to finance his business and earn a competency, this solon of the trade has been giving out a series of articles which are commanding attention, if only for their ludicrous simplicity.

For instance, the shopkeeper who finds that his account is too short to meet his obligations, is advised to go to the bank and arrange for an overdraft. A brilliant thought, but scarcely original. The writer seems to think that refusals are not at all probable for the reason that "the richest banks run short sometimes and have to borrow to pay their way." Mere matters of security and interest are brushed aside with the masterful air of one to whom such things are trifles. We might prepare an answer under the caption, "Wild bank managers we have known," but why try to dampen the ardor of so great and unquenchable an optimist? The only doubt that lingers in his mind is that the overdraft allowed may not be large enough to cover the indebtedness. This is undoubtedly quite possible, nay probable, but the theorist is not stumped. The merchant is advised to call upon the principal creditor, nerving himself for the painful interview by the reflection that "he (the principal creditor) has been in the same predicament himself," and to boldly ask for time.

After this lesson on "first aid to the financially injured," our author proceeds to get himself hopelessly involved in the vexed problem of debt prevention. However, a clear light dawns upon him at this juncture and he comes out with the truth that it all depends on proper collections. In order to show the merchant how proper collections are to be made, he prepares a sample letter. Here it is:

> "Dear Madam,—My account with you is, I am very sorry to say, so small that I can quite understand you overlooking it. May I remind you?
>
> Believe me, Madam, yours sincerely.
>
> P.S.—I have a special job line of bags and purses coming in this week. I should like you to see them."

Pausing with the excusable fatuity of the author, he pays a word of commendation to the epistle he has evolved, stating "there is a smile and a bow in every line." Well, the smile is there anyway. The main fault to be found with this Chesterfieldian composition is that the letter of collection is frequently more in need of a bark and a shake of the fist (figuratively speaking) than a smile and a bow. The hardened creditor, that rhinoceros-hided individual with whom dodging duns has become a daily task neatly performed through force of long practice; we can picture him brought to book and hurrying on the receipt of this compelling epistle to pay in full and stock up in bags and purses, or in screw drivers and files, or whatever might have been the bait concealed so cleverly, like the insects sting, in the tail of this admirable letter.

The Hardwareman and the Automobile

A New Line Which Many Dealers are Taking Up —Stephenson & Douglas of Chatham, Ont., Have Handled Autos for Four Years and Have Worked Up a Big Business—The Methods Followed.

THE handling of automobiles is becoming, year by year, an increasingly important feature of the hardware business of George Stephens and D. H. Douglas, of Chatham, Ont.

"The most essential feature of the hardware business is to go after the sales, and get them." The foregoing sentence embodies the most outstanding feature of the Stephens-Douglas methods of handling automobiles. But there are a number of incidental items worthy of note as important in this line of business.

The Stephens-Douglas store has been selling automobiles, as a side line, for some four years. The business has grown gradually but surely, and is built upon a safe and substantial foundation. The foundation is reliability—the reliability of the firm and the reliability of the car.

In all the four years, only one make of car has been handled. The aim of Mr. Stephens from the outset was to give his customers an article that would satisfy them, and help to bring new business. From the proprietors down the members of the staff are all enthusiasts, thoroughly posted as to the strong selling points of the car they are handling.

All business is done direct between the firm and the customer. The manufacturer does not appear at any stage of the transaction. The Stephens-Douglas firm buy the cars outright from the company, and sell them direct. Coupled with the manufacturer's warranity is that of the Stephens-Douglas store, which is regarded throughout Kent county as a pretty good asset. The fact that he is dealing direct with a firm with which he has been transacting business for several decades is, without doubt, an important consideration with many customers. The prestige of the firm unquestionably helps to make sales for the car.

Securing Prospects.

"Prospects" come to the notice of the firm in many ways, and are handled much the same as prospects in connection with other lines of goods. The firm has a number of men more or less constantly on the road, selling stoves, pianos, agricultural implements and practically everything in stock. Mr. Stephens himself, is one of the best roadmen in Kent, and is personally responsible for a goodly share of the sales. Persistence—qualified by tact and good sense—is the secret of the successful salesman, in this as in other lines. A man interested in motor cars, may enquire. An enquiry from this district may have gone direct to the manufacturers. Or, one of the firm's representatives may see in a doctor, lawyer or business man a prospective customer who needs to be educated to the value of a motor car. Whether the customer comes to the firm, or the firm go to the customer, the prospect in every instance is handled, not according to any set rule, but largely as common sense and the individual circumstances of the case dictate.

Automobile selling is, of course, purely a matter of of personal salesmanship, and the Stephens-Douglas store is well supplied with good salesmen. The personnel of the selling staff is a strong point. The motor car department is in charge of Mr. Kemp, formerly with the manufacturers, a man who knows the car from tire to top, and can elucidate in excellent fashion its strong selling points, as well as demonstrate by actual experience the pleasures and possibilities of motoring.

Get the prospect interested in motoring, show him by actual discussion of the selling points wherein this car is superior, and give him a trial spin through the country—these are successive stages of the selling process. And, finally, make it easy for him to purchase.

Aim for Future.

From the very start, the aim has been to build for the future. To this end a good make of car was selected—a medium priced car giving good value in preference to a car in which low price was the foremost consideration. The result is commencing to make itself evident. A couple of years ago one car was sold in an outlying village. This year three more were sold in the same village as a direct result of the "missionary influence" of that one car. Mr. Stephens gives numerous instances where one sale has led to another or to several sales. Here is where the advantage of handling a reliable car makes itself evident. A telling item in the salesmanship process is a grist of letters, received last winter from every owner to whom the firm had sold cars, expressing their satisfaction with the investment.

The Stephens-Douglas firm do not lose interest once a car is sold. The aim is to have every customer thoroughly satisfied with his purchase, and an enthusiastic missionary in his immediate vicinity. Full instruction is provided to every purchaser. If necessary, a man is sent out for a week or more to handle the car until the customer is satisfied he can operate it himself. A cordial invitation is extended to all purchasers to bring their little troubles and difficulties to the firm for adjustment. If the purchaser is puzzled about anything, a clear and complete explanation is at once forthcoming.

Have a Garage.

In connection with the automobile branch of the business, the firm has a well-equipped garage and repair shop, and handles all the various automobile accessories. In the handling of this sort of business one cardinal feature is made prominent—promptness. If anything is ordered, the firm aim to secure it for the customer with as little delay as possible. The policy throughout is to satisfy the customer, on the principle that every satisfied customer is an advertisement for the firm, and the car.



FALL HOUSECLEANING TALK.

New Liskeard.—The fall housecleaning time is not far off now and the Geo. Taylor Hardware Co., are taking advantage of this fact to push the sale and rental of vacuum cleaners. They say:—

"Housecleaning time is approaching and we suppose you are wondering how you can accomplish the work in the shortest space of time and at the lowest possible cost. Let us convince you that our Vacuum Cleaner is the only thing to use. It will do as much work in one day as you can in two weeks. There is no necessity of pulling up carpets, beating them on the line, and then tacking them in place again. The Vacuum Cleaner will remove all the dirt from the carpet or rug as it remains on the floor. It will do better work at one-tenth of the cost and in about one-twelfth of the time.. We can prove this statement. Our Vacuum Cleaner costs you $2.50 a day. You merely attach it to an electric switch. It does the work while you rest. Take it on trial."

Complete Course in Sheet Metal Work

By L. W. KOSER

In prob. 32 we show the method of developing the patterns for a pan or an article having straight flaring sides and round flaring corners.

Fig. 1 represents the plant, Fig. 2 the elevation and Fig. 3 the patterns for one-half of the sides.

The corners are exactly like one-quarter of the frustrum of a regular cone.

To develop the paterns, proceed as follows:

Draw the outside line of Fig. 1 representing either the top or bottom of the article.

Then draw the base line A-B of Fig. 2.

Then the line C-D the desired height of the article.

Then the slanting sides A-C and D-B, representing the sides of the article.

Lines can now be dropped from C and D to the plan Fig. 1, thus developing the inner line of Fig. 1.

Now project line from the point S up through Fig. A and intersect it by a line carried from D-B. (The point "S" is the center from which the curved corners are struck or drawn.)

Then the triangle K-B-Y is one-half elevation of a cone whose base has the same curve as the corners of Fig. 1.

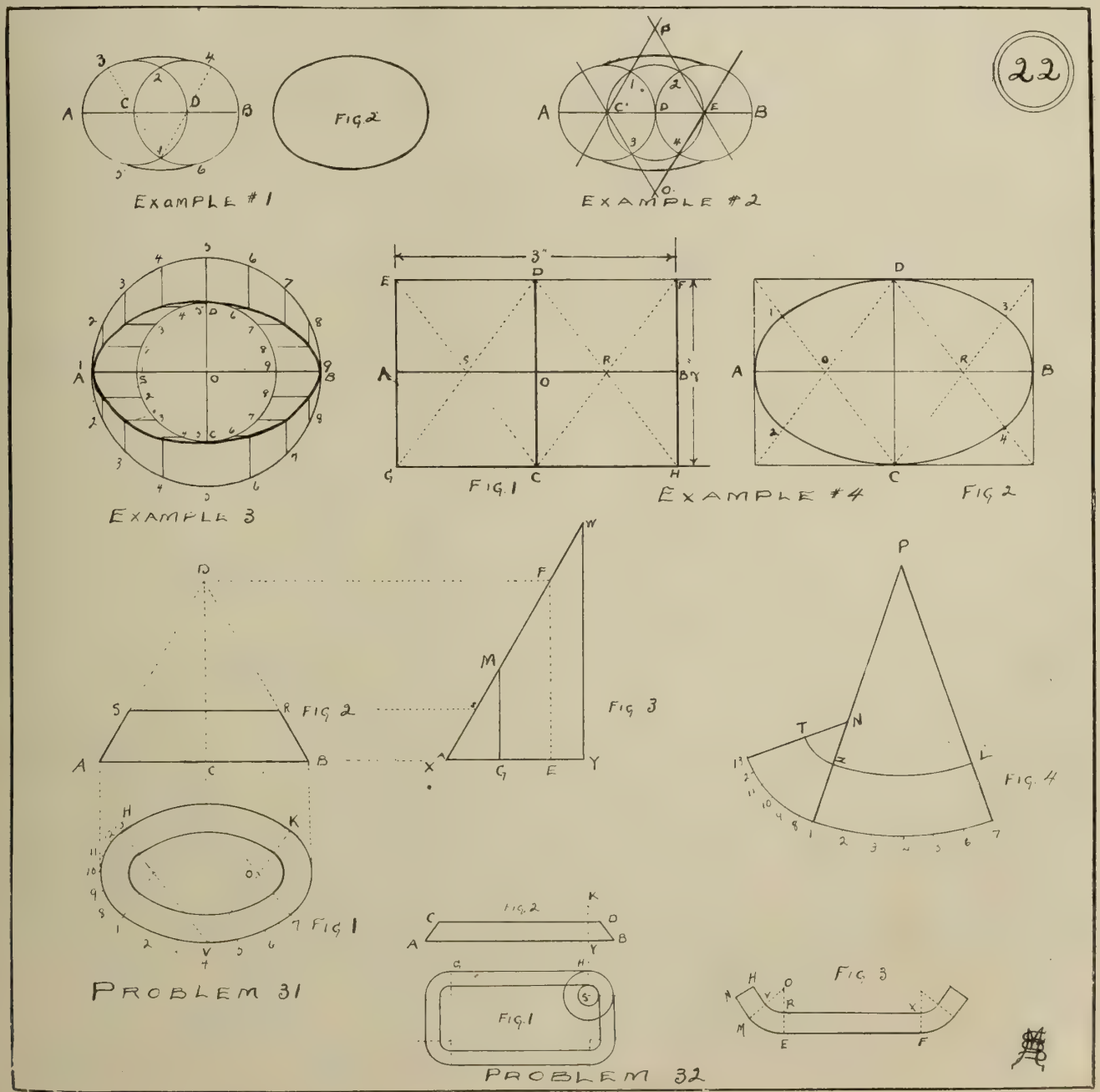
We are now ready to lay out the patterns.

By reference to the plan Fig, 1 it will be noticed that the sides and ends are straight.

Let us therefore lay out a straight line as E-F Fig. 3, and make it equal to one of the straight lines of Fig. 1 as G-H.

As the lines A-C and B-D Fig. 2 represent the sides of the article they of course represent the width of the pattern as well.

We will then lay out the space A-C on the pattern as shown by E-R, and F-X, and project vertical lines up past these points.



Then with the point of the compass set at K Fig. 2 and the lead at B, and with the lead set at E Fig. 3 and the point on the vertical line as O, describe the arc E-M, and lay out on this the stretchout of the outside corner of Fig. 1. Then with the point at 0 and the lead at R describe the arc V-R, thus completing the pattern for the corners.

Then lay out from this one-half of the straight end of the article, as shown by N-M-H-V.

Treat the other side in the same manner, and allow for laps and flanges.

Making Good Use of Mailing List

P. H. Finkle, Toronto, has a List of Customers, and Probable Customers to Whom Advertising Matter is Sent—400 Pounds of Wax Sold by This Means on One Occasion—A Good Follow up System Also Followed.

P. H. Finkle, a hardware merchant at 1520 Queen Street West, Toronto, has a mailing list and follow up system that assists materially in securing business.

For instance, if a customer should make an enquiry regarding the price of some tinsmithing work, he gets their name and address, and a short time after, if nothing is heard from them, a letter is sent soliciting the business and pointing out why they should let Finkle do the work.

If a customer inquires for some article that is not in stock, their name and address is secured, and they are told that they will get the article in. When it arrives, the customer who enquired is acquainted with the fact. This same system is carried out with different departments of the store and the business secured in this way well warrants the trouble and expense incurred.

This firm also has a mailing list composed of customers or probable customers. Just such names as the foregoing are added to it and when they have any special announcement or advertisement, they are sent out to all those on the mailing list.

The advertising material sent out by manufacturers is used extensively by Mr. Finkle. He believes in co-operating with the manufacturer whose goods he sells. Sometimes this is sent out in letters, a great deal is passed on to customers in parcels sent out, while on some occasions a boy is hired to deliver them. Of course all this advertising sent out contains the name and address of the Finkle store, put on by a common rubber stamp.

That it pays to take advantage of this advertising supplied by manufacturers is shown by an instance cited by Mr. Finkle.

He got in a big shipment of wax and along with it came an abundance of advertising, setting forth the uses and good points of this article. He secured a boy to distribute these circulars throughout the neighborhood. That it helped in the sale of this article is shown by the fact that he sold 400 lbs. of the wax in two months, which is a goodly quantity when compared with what the store usually sold.

There are a good many other merchants who would do well to follow the example of the Finkle store. Unfortunately, a good deal of advertising goes to waste that retail dealers could put to good use.

As to a mailing list, its advantages are self-evident, and every merchant would do well to maintain one.

NO IRON ORE SHORTAGE.

About four or five years ago a German industrial expert predicted a scarcity of iron within a decade or two. He estimated that the world would require 60,000,000 tons a year, which would require from 150,000,000 to 180,000,000 tons of ore. Making a study of fields which produce ore containing more than 20 per cent. iron, he thought he foresaw the exhaustion of the great Swedish deposits and the early abandonment of work in the Superior region of the United States.

Another expert about the same time estimated the world's supply of ore at 9,250,000,000 tons, which with an increasing demand for iron , would be used up in say forty years.

Since these dolorous figures were published, ore to the amount of 1,500,000,000 tons has been surveyed in Bavaria. This is considered a conservative estimate since it is based on veins of an average thickness of three feet, though the drills showed the averages to run from five to seven feet. These deposits would meet German needs for iron for generations. In Brazil, a vast field, probably the largest in the world, has been explored, and found to contain nearly 2,000,000,000 tons of 50 per cent. ore. Across the Andes, in Chili, has been found another field which would keep the world supplied in ore for at least two years at the present rate of consumption. The geological survey at Washington reported recently that the iron companies in Minnesota and Michigan had a greater amount of reserve ore now than at any time since mining began, meaning that new deposits were constantly being discovered and held against the day of need.—Hardware Reporter.

ABOUT LINSEED OIL.

Linseed oil is a drying oil; that is, an oil which will absorb oxygen from the atmosphere, and during this absorption become solidified into a rubber-like, water-proof film. The absorption of this oxygen produces a gain in the weight of the oil.

Linseed oil is pressed from flaxseed. The flax in this case, is grown especially for crushing purposes.

To make the best oil, the flax is not cut until its seeds have commenced to ripen. This is the practice in India, where labor costs only a few pence a day. There the flax is pulled and manipulated entirely by hand and the seed is very plump and rich in oil, because the juices have been enriched by the natural process of ripening. The Indian seed produces an oil which is highly prized by all those who must have linseed oil second to none; especially varnish makers, who consume enormous quantities. This method of harvesting flaxseed cannot be practiced in this country nor in South America or Russia, where great quantities are produced, as it would raise the price far beyond reason.

TRIMMING SHOW CASES.

The trimming of show cases is a much neglected feature in many stores. The goods are simply put in the case without any regard for color scheme or the effect as a whole. Try trimming the cases as carefully as you would the windows and you will be surprised at the increased interest customers take in them. A show case trimmed in one color is generally more effective than when several colors are mixed.

Catalogues and Booklets

Doherty Stoves.

The Doherty Manufacturing Co., Sarnia, have issued a 64-page catalogue, showing their decarbon steel line of stoves. It is printed in two colors throughout on heavy coated paper with as embossed cover. Each style is illustrated. The catalogue is a most creditable one.

Among the lines shown are two new models, the Family Favorite and the Family F., both ranges modelled along plain, neat lines.

Current News of Hardware Trade

To Make Ranges.

C. Schilling & Co., have started to manufacture steel ranges in Winnipeg.

Have Secured Site.

Medicine Hat, Alta.—The Canada Cement Co., have secured a site for a factory here.

To Locate in Regina.

Searff & Co., varnish manufacturers, of Brantford, Ont., have decided to locate their Saskatchewan headquarters in Regina.

Appointed Commissioner.

C. Hamilton Wickes, formerly British Trade Commissioner in New Zealand, has been appointed ta a similar capacity in Canada.

To Make Tools.

The ratepayers of Guelph, Ont., will vote on a by-law to loan $5,000 for 10 years to Daniel McKenzie, to assist him in erecting a factory for the manufacture of tools and machinery.

Window Trimmers Meet.

Toronto, Ont.—The convention of the Canadian Window Trimmers' Association opened here on Wednesday, Aug. 21. There was a good attendance. Hardwaremen were rather conspicuous by their absence but an effort will be made to get them more interested in future.

Instal Water System.

Southampton, Ont.—Johns & Trelford, hardware merchants, have installed a new water system for H. G. Cockburn at Royal Park Beach, wherein the water is pumped from a well into a tank and from it conveyed in pipes by natural gravity to the cottages where taps are located.

Gasoline Burn Turns Serious.

Niagara Falls.—Herbert Garner of Garner Bros., hardware dealers, has been in a critical condition owing to blood-poisoning following a burn from gasoline on his left arm. Several operations have been necessary, and at one time serious consequences were feared. He is now reported to be somewhat improved, but is still confined to his bed.

Fire Losses.

Grassy Lake, Alta.—The hardware and furniture store of Larsen Bros. was destroyed by fire recently.

Vancouver, B.C.—The hardware store of Towe Bros. was visited by fire, and damage to the extent of $1,000 done.

Howell, Sask.—The hardware store of Pitchko Bros. was destroyed by fire. The loss of $6,000 is partly covered by insurance.

New Retail Firms.

Hepburn, Sask.—H. C. Dick has started a hardware store here.

Business Changes.

Elm Creek, Man.—C. C. Clough, dealer in hardware, is reported to have sold out.

Dauphin, Man.—The Dauphin Hardware Co. have dissolved partnership, and C. A. M. Cooney will continue the business.

Personal Notes.

T. B. Williamson, of H. S. Howland, Sons & Co., Toronto, is spending a holiday at Stoney Lake.

S. Kennedy of the Kennedy Hardware Co., Toronto, has a cottage this year at the Kawartha Lakes near Bobcaygeon.

Mr. and Mrs. Russell Hill, of the Geo. A. McMurray Hardware Co., are visiting friends and relatives in St. Thomas.

Lewis A. Blackwood, at one time buyer for A. M. Bell & Co., now manager of the Miller Morse Hardware Co., Winnipeg, is visiting in Halifax.

F. W. Lamplough, Canadian agent for J. A. Henckles cutlery, sailed for Canada on the Megantic last Friday. Mr. Lamplough has been absent about two months on a business trip to Europe.

VANADIUM ORE.

According to the Denver Times "Colorado is looming up big in the future of steel manufacture. Five to ten pounds of vanadium is used now for the material employed in the construction of automobile parts, locomotive frames and many other things in which steel of a high quality is required. If the quantity produced can be made great enough and the cost of production low enough, it can be used generally for rails and for structural steel. Vanadium is mined from sandstone beds that outcrop in the canons of San Miguel and Montrose counties.

LEAKY WINDOWS.

There are many stores that have "leaky" windows into which the dust constantly sifts. This not only mars the effectiveness of the displays, but it seriously damages the merchanrise, thereby causing a considerable loss. The initial cost of properly constructed windows is not so great that any store can afford to have dirty displays. Faulty windows are poor economy and cost much more in the end than would the installation of the right kind.

REDUCING THEIR STOCK.

Belleville, Ont.—Following up the announcement of their decision to sell out here and go to Edmonton, W. W. Chown & Co. are making active preparations for the change. A selling out sale is being held "at the sign of the padlock," the intention being to reduce the stock. The sale started on August 15 and is being carried along with great energy and determination.

Half page space is being used in the daily newspapers to advertise the sale. Reductions are being offered on practically all lines, the discount being placed as high as 25 per cent. on some lines.

THE SHOW WINDOW.

Any up-to-date retailer who knows his business does not regard his show window as a sort of vermiform appendix wherein to display so many chaste exhibits as to appeal to the customer on the still hunt for anything in his line. On the contrary, the show window is his brass band, his press agent, his biggest-of-all advertisements. It does not wait for the customer to come in, but reaches out through the plate glass, grasps its man by the arm and leads him into the store, where he belongs. It makes no difference whether he sells men's hats or shoes or pills, or any other line dead as a doornail from the view-point of public interest. He knows that using a show window is a matter of know-how and not a question of guesswork.—Saturday Evening Post.

Lesson 20--Course in Card Writing

Course of Twenty Lessons Comprising Edwards Short-cut System, Closes With One on Lower Case Script—Note the Accompanying Plate and the Three Cards Demonstrating its Use.

By J. C. Edwards. Copyright, Canada, 1911.

Commencing with the plate it will be wise for the student to go over every letter and study it carefully, practicing every stroke until he becomes thoroughly acquainted with it.

In reviewing the previous lesson it will be noted that, in actual use the letters were almost always joined together as we were taught to do in our school or business college days. This is absolutely essential, and another point always to remember is—that every letter should be on the same slant, i.e., supposing that a line were drawn at an inclination of say 20 degrees, every letter should be so balanced as to have this same slant. Practice, of course, is necessary to acquire a uniform line of letters, each having the same slant, same proportions and no open spaces between the letters of a card.

Get Away from Conventionalities.

If Christopher Columbus had not thought that something lay beyond the vast expanse of water he never would have set out on the voyage that terminated in the discovery of America. So it is with everything else to-day. The idea of learning something new, of discovering something different, something out of the ordinary, leads to new inventions and promotes civilization. The cardwriter who contents himself with learning the technical points of lettering, if he practices diligently, will be a maker of cards, not a cardwriter. He must break away from the old rut and drift into new channels of his own and add his own originality.

Script in Outline.

More care needs to be taken in writing outline script when it is to be filled in solid. The strokes must be made as uniform as possible. A sample of this style of letter is shown in the "French gowns" card. The letters are outlined as shown in the plate and then filled in with the shade. The form of decoration in this card is very simple. The card is deep champagne and the decoration is white which shows up very faintly, except in the case of the fleur-de-lis design at the top of the card which has a shade rubbed in with dry color before the design is put on. This gives it a relief effect and makes it stand out strong.

The Decoration Suggests the Heading.

In the "Blue Bird Series" card the design suggests the heading at first glance. It is a blue bird cut out of wall paper and pasted on at the top of the card, breaking into the top display line. We all know that this is not always possible, yet if one keeps his eyes open he can often pick up such appropriate suggestions or if he has access to a first-class wall paper department many good ideas may be got without much effort.

And the Spacing—Don't Forget.

Watch your spacing and don't get a one-sided effect. A light line may be drawn down the centre of the card and one across, then lay out the card in pencil, at first (only roughly) to make sure that the lettering comes out right, leaving the same space on both sides of the card and the same top and bottom. Also watch the letter spacing which is even more important. In the case of the "Blue Bird" card, where a reader occurs and a sentence is written in lower case, the words should be almost the space of a letter apart, but when it is necessary to crowd them or, by mistake, two words are crowded, the idea used in this card may be brought into play, viz: "edition" was commenced too near the word "last" and, therefore, the two words run together. A small circle or dot was used to separate them and it was also necessary to balance the line by using the same between the words "the" and "last." You will notice that the ornamentation of this card comes up very near the top while the reading matter does not come as near the bottom of the card. This is a warrantable exception to the rule as the ornament is not at all the important part of the card and is only an auxiliary to help out or strengthen the wording and is a minor or subdued tone. This may often occur in cardwriting where a bunch of flowers or some other decoration is used.

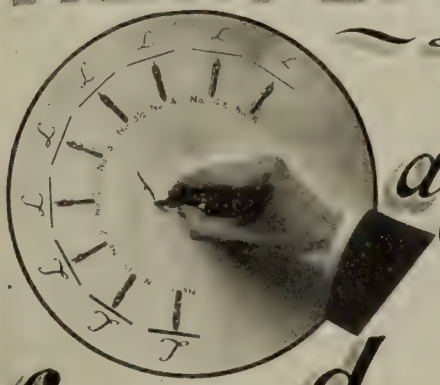
Continued on page 46.



Three cards illustrating the use of brush outline script.

Plate No. 20 ~ Brush Outline Script

~ Lower Case ~



a a a a a a b b b b b b

c c c c c d d d d d d e e e e e f f f

f f g g g g g h h h h h i i i i j j j

j j k k k k k k l l l l m m m m m

n n n n o o o o p p p p q q q q

r r r s s s s t t t u u u v v w w

w x x y y y z z 1 2 3 4 5 6 7 8 9 0 $ ¢

This plate illustrates the brush outline script used largely for fine cards.

Weekly Market Report --- Metals

THE METAL SITUATION.

The only unsatisfactory feature in connection with metals is the scarcity felt in some lines. Lead is still very hard to obtain.

Tin has been going up rapidly on the primary market but no change has yet been made here.

MONTREAL.

Montreal, Aug. 22.—Again the inconsistent position of the market has been shown, some changes exactly the reverse of those which might have been expected, having taken place. There seems little use in massing facts and endeavoring to draw conclusions from these. The facts are available all right, but the obvious conclusion to which these lead invariably seems to be wrong.

Business in metals is generally good—exceedingly good. There is a scarcity in some lines which is causing some embarrassment locally, but on the whole conditions are satisfactory. The high prices do not seem to be having any detrimental effect. The volume of buying is large.

Lead.—Here prices continue high—a fact which is causing trouble to some manufacturers. But the greatest trouble results from the scarcity of the metal. Still stocks are far short of what could be desired.

Cause of the Trouble.

The trouble is still the result of the dockers' strike in England, and the conditions in the west which have interfered with the bringing forward of Trail lead. As the shipping trouble is straightening out the lead stocks will be increased, so that it seems the worst of the shortage is over. That high prices are over, is however far from likely.

Copper.—Word is received that production of copper has increased largely, while the consumption has not shown any corresponding increase. The natural conclusion would be that copper values would sink. What actually happened is just the reverse. Copper rose instead of sinking. Why? Well that is what all the close students of the market are asking themselves. They can not tell the reason. All they know is the fact. It would seem though that the market is controlled, and that for some reason those interested are anxious to make the movements decidedly startling.

Locally there have been no further changes in copper lines. The advances made last week have not tended to stop purchasing at all.

Tin.—This market has advanced by leaps and bounds. On Tuesday, in London, it leaped over £3. But on Wednesday there came a decline of £1 10s. The actual cause for either movement is hard to explain. There has been talk of the United States Steel Corporation buying largely, but on some sides this is little credited. It is said that the U.S. Steel Corporation seldom buys in London, and that the real cause of the advance is manipulation.

Here the supplies are sufficient, but the prices are naturally high. Nor does there seem any good reason to expect that these will drop. Indications are that prices will continue high. A few fluctuations may be noted, but these will be only temporary moves.

Iron.—Here prices have gone above 60s, a remarkably high price—the highest reached in several years. The reason is generally attributed to the dockers' strike and even more to the recent coal strike. That stopped operations—resulting in a heavy call being made upon the existing supplies, so that now stocks are small. While these are being built up prices will be high. Moreover coal is higher now than it has been in the past.

TORONTO.

Toronto, Aug. 22.—No complaints are voiced in regard to trade in metals. In fact, majority of firms report general business as very satisfactory. There has been little or no let up in demand during summer months and now upon the threshold of the fall season, dealers are anticipating a good active trade.

The one detrimental feature in the metal trade is the scarcity of certan commodities. This is by no means something unusual for scarcity in one line or another seems to be getting a chronic trouble. This is perhaps most marked in lead but is not lacking in other lines as well.

There is a generally firm tone extending to nearly all lines of metals at the present time.

Lead.—There have been not a few complaints received during past couple of months from dealers who want to know, "Why can't I get my lead?" In fact these complaints have been so numerous at times as to prove very troublesome to metal men who have no means themselves of remedying the situation. Perhaps conditions are somewhat better than a short time ago, there being a certain amount coming along but supplies are still short and do not yet measure up to orders.

Copper.—There has been change in price of copper but ground lost some time ago has been recovered and market now presents a firm front. American producers give no hopes of any further concessions. General firmness is being reflected in prices of copper products.

Tin.—Local market is characterized by a fair supply and a continued good demand. In foreign markets, everything seems to point to strength with market apparently well under control and accordingly high values on tin are expected to rule here for some little time at least.

Spelter.—There is nothing unusual to report in spelter. Present price is high, demand is on an appreciable scale and from what information can be gleaned, it would seem as if prices will be maintained.

Pig Iron.—There is no famine in iron but supplies can by no means be described as plentiful. Stocks are light, demand showns no let up, prices are high and continued firmness expected. Certain iron products are beginning to show effects of scarcity and high price of raw material.

WINNIPEG.

Winnipeg, Aug. 19.—Little change to record in the local situation which is very strong. Steam pipe and steam fittings, brass and copper goods are moving freely.

There is no falling off in the demand for columns, girders and steel rods for reinforced concrete work. Stocks of cement are heavy and now ample for the season's requirements.

Shortage of plate and corrugated iron sheeting is still much in evidence.

Stove and furnace pipe is in brisk demand.

Lead copper, zinc and iron prices are very firm.

DISPLAYED BATH TUBS.

Hespeler, Ont. — Every merchant recognizes the advantage of having something new—something that will attract the attention of customers. However, they are of little use unless customers really see them.

When Hall & Simenton bought out a hardware business at Hespeler about a year ago, there were some folding bath tubs—rather a curio and something to attract attention, but unfortunately they had never attracted any attention, because they had been kept in the background.

The new firm put them in the window where people could see them. The result was that people began to come in to look at them and make enquiries.

Weekly Market Report --- Hardware

ADVANCES REPORTED.

The volume of trade is exceptionally good and there is no more sign of the usual summer slump than at any previous stage.

Business is pretty evenly distributed over all lines. Fall goods are now coming to the fore again.

Advances have been made in screws and in lead pipe.

MONTREAL.

Montreal, August 22.—Rope, which has been jumping of late, and thereby attracting a lot of attention, is quiet this week. But it cannot be said that the market sees no advances. Screws have taken an upward flight, and lead pipe—an advance in which has been predicted for some weeks—has been set at a higher figure. In lead pipe it has been found necessary to change the list price.

Generally business is remarkably good. Some lines are slackening off, as is to be expected in view of the changing weather, but others are demanding more attention. Present indications indeed, are for an exceedingly good Fall's business.

Can Estimate Saving Now.

Heavy Hardware:—Because of the advance in lead pipe this department seems to require early mention. That there should be an advance in all lead products, is of course, natural in view of the recent rapid rises in pig lead. Never for the last month has there been the least doubt that lead pipe would advance. The question always has been one of extent. Now the figures are announced, and those who acted upon advice and laid in a supply—or who at least got their orders filled—will know what they saved.

A new list has been necessary. Lead pipe and waste were quoted at 15 per cent. discount. Now these two products have been separated. Lead pipe is now listed at 7½c with a 10 per cent. discount, while caulking lead and waste are listed at 9c, the discount being 10 per cent.

New Figure For Screws.

Shelf Hardware:—Screws are the line which are noteworthy. No change in the lists have been made, but the discounts have been so altered as to make a general advance of something over 5 per cent. Various causes are given for this, but the general belief is that screws have been selling too low, especially in view of the recent large advances in metal.

The new quotations are:—

Screws.	Per cent.
Wood F.H., bright and steel	85 10 12½
Wood R.H., bright	80 10 12½
Wood F.H., brass	75 10 12½
Wood R.H., brass	70 10 12½
Wood F.H., bronze	70 10 12½
Wood R.H., bronze	65 10 12½
Drive screws	85 10 12½

Seasonable Goods:—Fall lines are moving more and more briskly. There have been large orders of weather strip. Lanterns are meeting a good retail sale and are being bought from the wholesalers and manufacturers in large sized lots. Even winter goods are moving well—some orders having been received for sleigh foot warmers, while skates are being sought. Delivery is not being asked immediately, but the orders are being sent to secure a supply when it is needed.

Sacrcity in Some Lines.

Sporting Goods:—Here things are moving better as the season advances. For guns a large demand has already sprung up. Indeed, so brisk has been the business, that one concern reports one line as completely exhausted. The supply was considered good, but heavy ordering quickly reduced it to nothing.

With guns, of course, goes ammunition. The sale of this has already been large, and is evidently growing.

Rugby goods, and such fall supplies, are being ordered. A few weeks now and this game will be leaping to the front. Those carrying sporting goods, therefore, must order early.

TORONTO.

Toronto, Aug. 22.—This has been a rather exceptional year in hardware. Now, the usual season of summer quietude is past and without the appearance of a slump in business, something not unlooked for during months of July and August. The season is now passing into a period when instead of any tinge of quietness, greater activity is looked for. Fall trade will shortly be looming up large and by Sept. 1, shipments will be well under way. Some of the lines that retailers will soon want to have in stock and begin to push are guns and ammunition, lanterns, globes, cattle chains, chopping axes, cross cut saws, horse blankets, mitts, robes, meat cutters and apple parers, etc.

The trend of the markets is still upwards with two advances noted this week. Screws and lead pipe as predicted have both gone up. Particularly in those lines affected by high price of metals, considerable firmness is noted.

Seasonable Goods.—Preserving necessities still hold a fairly prominent position on the stage of demand. Summer goods have, however, pretty well come to the end of their tether, although in an odd line or so, sorting business is still present. Fall goods are now beginning to be moved to the fore, as business in these lines will shortly be under way.

Farm Tools.—While harvesting is still in full swing in most sections, the bulk of the trade in harvesting tools has now been transacted, although sorting business amounts to quite an appreciable figure. This business will, however, soon be displaced by trade in threshing supplies for which wholesalers are now finding a good call.

Builders' Hardware. — With record building that is being done, a big call for builders' hardware is naturally expected. Especially in the city is this quite marked. Dealers are looking forward to a big fall trade, for with many buildings nearing completion, finishing goods are in demand.

Heavy Hardware. — Two lines of heavy hardware have this week followed the predictions made in these columns in past issues and moved upward in price. We refer to wood screws and lead pipe. With general firm market in lead, an advance of 10 per cent. in lead pipe does not come as a surprise. Neither does the reduction in the discount on screws. The discount on this line which has been 85-10-15-2½ per cent., has been changed to 85-10-12½ per cent. As pointed out before, Canadian prices followed price cutting by U.S. manufacturers bringing values down to an unwarranted level, so that a reaction was evident.

Sporting Goods. — Guns, ammunition and general hunting supplies are now being given more attention. Demand has fallen off in some lines of sporting goods, although well maintained in others.

WINNIPEG.

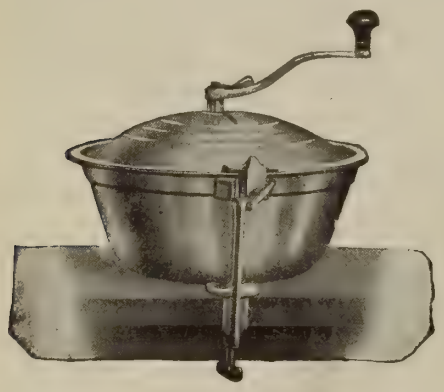
Winnipeg, Aug. 19.—The year 1912 will be a record one in building, not only in Winnipeg but in practically all western towns and cities. Naturally it follows that records will be established in sales of builders' hardware and at the present there is no falling off in the activity that has been a feature of the present season.

Guns and ammunition have been moving freely for some time and one of the largest wholesale houses reports so brisk a demand that some lines are at present practically sold out. Other fall sporting goods, camping outfits and utensils have also been in good demand.

New Hardware Goods

SANITARY BREAD MIXER.

The McClary Manufacturing Co., London, have introduced a new perfection bread mixer. The accompanying illustration is of the family size of mixer,

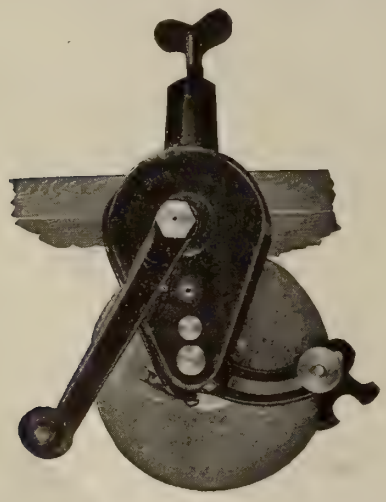


which has a six loaf capacity. It makes bread in three minutes time. The chief points advanced for it are that it is easy to work and perfectly sanitary.

NEW LUTHER GRINDER.

In connection with most of the new abrasives now on the market the speed of the grinding wheel has everything to do with a grinder's efficiency. High speed adds to its rapid cutting quality, length of life, and the smoothness of the finished work.

The latest Luther Grinder has a speed of 30 revolutions of the grinder wheel



to every turn of the driving handle. At the same time the gears are wide, with long, one-piece bearings. These are cut from solid steel blanks. The entire frame is in one piece, with all machine parts inclosed and dust protected.

Equipped with a four-inch Dimo-Grit sharpening wheel it is known as Luther Grinder No. 105. It also has Luther's patented chisel guide and tool rest, by which a bevel can be given to any edged tool.

THE NEW GAS STOVE TUBING.

The Chicago Tubing & Braiding Co., 117-121 N. Jefferson St., announce the completion of some specially constructed machines to produce a steel-core tubing, which eliminates all rubber or asbestos packing, making a tube remarkable in many respects. They are the sole producers, having applied for a patent, and named the tube "Everlasting."

BLANKET FASTENER.

The Theo. J. Ely Manufacturing Co., Erie, Pa., have put a new blanket fastener on the market. The accompanying

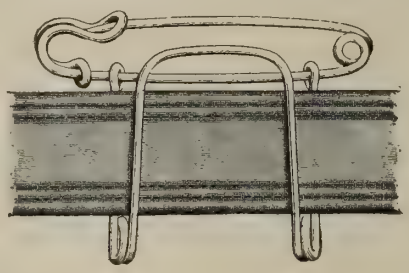


illustration gives a good idea of how it it works. It has been termed Ely's Dandy Surehold Blanket Fastener and it is designed to prevent blankets from being blown off or slipping off horses.

A REMINGTON-U. M. C. HANGER.

A handsome lithographed hanger is soon to be distributed to dealers by the Remington-UMC Co., 299 Broadway, N. Y., in connection with the recent Remington triumphs at the Olympic games.

The two world-famed Remington cubs are shown prancing spiritedly down the gang plank of the just-returned Finland, bearing aloft betwen them a banner inscribed with the tidings of victory.

Artist Hunt, famous for his clever handling of animal subjects, has given the cubs an air of hilarious pride that is exceedingly infectious and he has clothed them in a gali-colored glory of American national colors and laurel that is a delight to the eye.

AN UNPRECEDENTED DEMAND.

Canadian and American manufacturers of binder twine are up against a proposition demanding of them 46,000,000 pounds of the manufactured article in the next five weeks, says the Winnipeg Tribune. They have already supplied the northern wheat states and the Canadian Northwest with 74,000,000 pounds but the demand is unprecedented and the mills are up against the problem of a record demand from every point on the continent—a condition most unusual.

To supply this enormous demand upon them they are working to the limit of their capacity. Day and night continuously the hum of the manufacturing machinery is heard, and ceaselesssly from the smoke stacks belchs the smoke while tired workers drive the machines to the limit of capacity. The strain will continue till well on into September.

ADVANCES ARE PERMANENT.

Consumers' Cordage Co. have issued the following statement:

Our trade letter—15th June—noted the brisk demand for all lines. The condition still exists, and the call for our product, which ordinarily diminishes at this season, continues in gratifying volume.

Anticipating the continued increasing cost of fibre must force prices out of the low position ruling during the last two years, we gave our views, and solicited orders before hemp reached present level.

While advances came, at first, gradually, and lastly, more abruptly, to-day's cordage prices are still 1¼c. below the average value of the past twelve years which figure:—Manilla, 13¾c.; British manilla, 11¼c.; Sisal, 10½c.; lathyarn, 9½c.

The fibre market may at the moment be somewhat speculative and excited after recent sharp rise, but the assured disposal of all binder twine, the limited cordage stocks in distributors' hands, and the scarcity of suitable manilla fibre for roping purposes prompts us to feel advances are permanent; and higher prices probable when the large binder twine operators enter the market for 1913 raw material.

With Sisal fibre 1¾c., and Manilla fibre 2½c. to 3c. higher than in 1911, the manufactured products have yet to advance considerably before equalling those of the raw materials of which they are comprised.

Stoves, Furnaces and Accessories

Should Charge Be Made for Installing Stoves?

One Dealer Declares Yes—Only Fair to the Tin Shop Which Does the Work—Many Really Charge For Installing, But Quote This as Part of the Price.

The old question of installing stoves comes up again with a new light thrown upon it. The general opinion has been that every stove sold should be installed —that only in this way can general satisfaction be given, and the efficiency of the stove insured. But W. Dewar, of Dewar and Ryan, Pembroke, arises to state that the work of installing a stove should be made a separate charge—that it is not correct to throw this service in for nothing.

Mr. Dewar makes this statement after careful consideration, and after giving a thorough practical test. He has been installing stoves for some time, and for some time has been charging for this work. This is absolutely necessary to keep accounts straight, Mr. Dewar declares. The work of installing is done by the tin shop. Now the tin shop is charged with everything it receives from the hardware store. Also it is credited with whatever it gives the hardware store. Why, then, should it not be credited with something for the work of installing a stove? That takes the work of one or two men for an hour or more. A couple of hours' time means quite an expenditure—that this should be given free just means that the tin shop is being robbed. It is giving something for which it is receiving no credit—and doing this while its own earnings are being carefully watched.

People Dislike Extras.

Where the departments are run separately, as is done in this Pembroke store, it does seem right that the sale of the stove, and the work of installing should be treated as two separate transactions. Yet there may be a question as to the advisability of letting people know hat the work is treated in this way. People nowadays like to know the exact cost of an article when they buy. They don't want to find out afterwards that there are a number of extras. Such a discovery annoys them. It may be inclined to make them look with a certain disfavor upon the store. Mr. Dewar has not found this to be the case. When the sale is made it is stated that the stove will cost so much, and that i will probably take so much more to have it installed. There is absolutely nothing held back here. People know what the total cost will be, and are satisfied. The large number of stoves sold shows very clearly that they are satisfied.

But perhaps in a place where competition is a little less scrupulous such open dealing might not be successful. Suppose one dealer is making a point of installing stoves free. Will the purchaser likely be willing to pay for the work of installation as done by another concern? The fact that the aggregate cost of the stove and the installing is the same as the cost of the stove—as quoted by the man who does the work of installing free —will be lost on the average purchaser.

Paying For the Work.

Just how charges are to be made must depend a good deal upon local conditions. Certainly the tin shop must be credited with something for attending to this work. What it is to be credited with, is of course, a question. The cost of the labor expended on the work should certainly be credited, but if the whole transaction is lumped as one, should the tin shop be credited with more than the mere cost of the labor? It is the old question of exchange between two departments—and such a system is becoming more and more popular—arrange to pay cost prices only for what is traded between the departments. Now the work expended on installing a stove, is simply something given by the tin shop to the hardware department. Therefore, it would seem that the exact cost of this is all that need be credited to the tin shop. Of course, it will be argued, the tinsmiths could learn more than their wages if allowed to continue at their regular work. So they could. But on the other hand, the hardware store could earn some profit upon the tools which it disposes of to the tin shop at cost. The balance will be about even.

So much for arranging the selling-price—but how about making the sales?

The fall fair is used by this Pembroke firm to attract the people of the district to their line. Not that the entire work is done at the Fall Fair—far from it—but this yearly gathering of the people is grasped as one more opportunity to bring the ranges and heaters carried porminently before the people.

In the past the co-operation of the manufacturer has been secured. People at a Fall Fair seem to expect some souvenir from every booth. Some of these they may not keep long, but the souvenir which is a little unique will be taken home and carefully examined by all the members of the family who did not take in the fair—or who spent so much time at the prize ring, or in the Grand Stand, that they missed the building in which the stoves were shown.

Souvenirs Helped.

The manufacturers of the line Dewar and Ryan carry supplied the firm with a number of miniature frying pans. These attracted general attention. They were eagerly sought, and in every case—as far as could be learned—were taken home. Thus good advertising was done for the stove, for on the bottom of each frying pan was a picture of a range, and the name of the make. A good number of inquiries resulted from these souvenirs. Some sales came too, and the indirect benefits would be hard to learn.

But as has been said, this is only one method of marketing the stoves. New prospects are carefully noted, among others the ones which are discovered through the exhibition at the fair—and there are many such. Then newspaper advertising is done, and in the House Organ published stoves are given considerable attention.

CONSIDERING PARCELS POST.

The two houses of congress are in conference respecting the establishment of the parcel post system in the United States, and some legislation will possibly be approved within a day or two. The matter first came up in the shape of a "rider" attached by the house of representatives to the postal appropriation bill, providing for the same domestic rates and regulations in the matter of parcel post as those effective between the United States and many other countries.

The international rate is twelve cents a pound, and the weight limit is eleven pounds; the domestic rate is sixteen cents a pound and the weight limit is four pounds. The house did away with this inequality; it also provided for a five cent a pound rate between points on the same rural mail free delivery route.

The senate has substituted another bill by way of amendment, establishing a parcel post, the charges varying with the distance and rising from five cents to twelve cents a pound.

Weekly Market Reports---Stoves

STOVE NOTES.

The stove business is beginning to show signs of exceptional activity. Shipments for the fall trade are heavy, particularly to western points.

Dealers are reported to be keenly alive to the possibility of a big fall trade and are interested in most cases in getting early shipments.

MONTREAL.

Montreal, Aug. 22.— Day by day an improvement is noticed in the stove market. It cannot be said that trade has yet attained anything like full proportions, but the growth is steady. Every thing, indeed, points to a big business.

As far as prices are concerned there is little change to be noted. Galvanized Canada plates are high, but the trouble here is rather that the plates are so scarce. The call for them is large, and it is with considerable difficulty that this call is being met.

Roofing Caps Up ½c.

There has been a change noted in the prices of roofing caps, these having been advanced about ½ a cent a pound. The new quotations are 5c a pound in medium sized lots, or 4½c in lots of 200 pounds or more. A general advance in metals is said to be responsible for these higher figures.

Seasonable Goods. — Refrigerators have practically ceased to move. The demand for these has been gratifying. The cool summer does not seem to have wrought any harm—indeed the call has been larger than was expected. But now few sales are being made, though it is expected that some more transactions will take place when the return from the country homes starts. The opening of new households will bring about a demand for refrigerators.

Kitchen ware generally is moving well, and there is a big demand for coal hods, plates and similar lines.

Demand Changing.

Gas Stoves.—Here, too, a quietness is coming. The opening of new homes brings a fair demand for these cookers, but the big business has been completed for the year. Attention is now turning to other lines—to furnaces, ranges, heaters, and the growingly popular coal oil heater.

Ranges and Heaters.—Orders for this line are coming in faster. Shipments, too, are being made daily. More and more the knowledge is spreading that a good stock of stoves should be on the floor early if the stove trade is to be boomed as much as is possible.

A few supplementary orders are being received this early. These do not signify that the dealer has disposed of all the models which he ordered earlier—he could hardly have done that yet—but rather that the dealer expects to exhaust all his supply, and that he wants to make sure of having more stoves coming along so that he will not be handicapped by a short stock.

Heaters are being ordered sparingly. There is no real call for these yet, but a few dealers are putting in requisitions that they may have the base burners, and other models, when these are needed.

Furnaces. — Here the call has more than started. New houses being completed are having heating plants installed. Furnaces and radiators are needed, and furnaces and radiators are being ordered to meet these requirements. Moreover, dealers are ordering furnaces early to be sure of having these. There is some reason to expect that there will be a scarcity when the great rush starts in a month or two.

TORONTO.

Toronto, Aug. 22.—Western Canadian crops are being closely followed by those interested in the stove trade, for their success or failure means considerable to this business. While manufacturers confidenttly believe that this year is going to soar above all others in point of demand for heating apparatus, nevertheless good crops in the West will make this prediction a more sure thing. The purchase of a stove or installation of a furnace means a considerable outlay but when money is easy expenditure is likely to be much more liberal.

That stove manufacturers are looking for a record year seems quite evident and they are working to full capacity in preparation of the demand that they feel sure will come. Heavy shipments are already in order. This is as it should be. for there is always the possibility of delayed shipments when the season gets under way and the retailer who wishes to make sure of his stock will do well to take the necesary precautions.

Furnaces.—The furnace business is brisk, particularly in the city. In fact it has been so far the major portion of the summer. There has been a good deal of building and a demand for furnaces naturally follows.

Manufacturers expect a brisk fall trade. Many buildings are not yet far enough advanced for furnace work to be done while there are always those who hold off in having this work done.

Ranges.—The West is already calling for ranges, remembering the troubles which they had in past years in getting quick shipments, once the rush season has commenced. Volume of both ranges and heaters which has gone out in this direction has already been considerable. Ontario dealers are somewhat backward about getting in their fall stocks but there is some little trade in ranges for immediate use.

Gas Stoves.—Thanks to the increase in apartment houses in Toronto as well as other cities, this year has witnessed a record call for gas stoves. specially is this true in Toronto. They are still moving but with marked steadiness.

Accesories.—A steady demand continues for heating accessories of all kinds.

WINNIPEG.

Winnipeg, Aug. 19.—Wholesale houses have been receiving and sending out large shipments of stoves during the past week and the fall rush may now be said to have commenced in earnest and from all indications a record business will be done. Heaters and fancy parlor stoves are in particularly good demand but there is more than average demand for cooking stoves and ranges.

The demand for steam fittings and piping, radiators, etc., will be very active next month when a big percentage of the larger buildings which are to be ready for occupancy this winter will be having their heating plant installed.

COMPLETE COURSE ON CARD WRITING.

Continued from page 40.

Black and White Always Strong.

The millinery card demonstrates the use of white script lettering with a black, left-hand shade. It also shows the application of the script lettering in two bold diagonal lines, giving it the proper spacing and using no decoration outside of the relief panel. The card, however, is of oatmeal finish in green which adds much to the effect and gives it a fancy touch. "Advance Styles" is an eccentric form of lettering giving a half script and half Roman effect which is quite in keeping with the other lettering.

Methods of Retailing Paints and Varnishes

The Various Stages of Paint Salesmanship

In Creating a Demand, It is Advisable to Just Impress the Prospect That Paint Is an Investment which Will Pay Him Big Returns—Appeal to the Pocket Book First.

To one who has closely watched the gradual improvement which has come in paint salesmanship of late years, it would seem that a great many good salesmen are missing their strongest argument.

Analyzing the question, it becomes apparent that the first step in creating business is to convince the prospective customer that he needs paint—some kind, any kind. When that point has been carried, the salesman can proceed to demonstrate that the paint he handles is the very best made for the purpose. After the first step, the second is comparatively easy.

This applies only to cases where the salesman has to create a demand, of course. Where the customer has already decided to do some painting, the dealer can devote his whole time to hammering home arguments to prove the excellence of his lines.

In creating a demand for paint, there are certain definite stages just as there are, for instance, in tilling the soil. The seed cannot be planted before the ground is broken and prepared. In selling paint, the crust of the customer's indifference has to be broken before the salesman can proceed with the argu mens which will lead to a sale.

In convincing a man that he should buy paint, there are numerous argu ments to be used. With different men, different arguments will be most effective, but there is no line of talk which will appeal to all, rich and poor, stingy and extravagant alike. Show that it means an actual, tangible saving in dollars and cents. Appeal to the pocket and you get to the vulnerable point.

Why Painting Pays.

At first glance, it probably looks as though the man who buys paint is spending money. This is the view that the average man takes. It appeals to him as an expenditure for which he will undoubtedly get some returns in the shape of improved appearance of property, but which is not absolutely necessary and which (he always has this reservation in mind) could be left off another year.

This, we repeat, is the opinion of the average man. He has not given the matter much thought and may be pardoned for harboring so erroneous an impression. It devolves upon the salesman to put him right.

Paint is an investment with the surety of substantial returns. In the first place it improves a house to a very marked degree and increases its value. The pleasure that the owner gets from the increased attractiveness of his home is sufficient returns for his outlay. If it is a house which he desires to sell or rent, his chances of doing either are materially increased. A new coat of paint enables a man not only to sell his house quicker but to realize a better figure.

The improvement in appearance is, after all, the least important of the results. Paint is insurance. It insures against decay and speedy depreciation. It protects the woodwork from the effects of damp, cold and heat. This is the part of it which few men understand and it is, therefore, the argument which the salesman should bear upon.

Take two houses, one of which is painted regularly, while the other is allowed to go for years without attention. It is not exaggerating to say that the former will be in good repair when the latter is literally falling to pieces. What is more, the money paid out for repairs on the first house will be very much smaller than the repair bill on the latter.

It is not difficult to substantiate these claims. Cases can be found on any street where a certain house is well looked after while those on either side go paintless; and to look at these houses is the surest way of becoming convinced that painting is a profitable undertaking.

It is not possible to present accurate figures but this much is certain. The man who neglects to paint his property makes an immediate saving of a few dollars but he loses hundreds in the end. If he could be made to look at it in this light his haste to purchase paint would be nothing short of precipitate and his return visits for more would be both regular and often. A man does not hesitate to insure his property. He does not like to pay the money but he is so convinced that it is necessary and profitable in the end that the thought of not insuring never enters his head. If he could only be just as firmly convinced that paint is valuable insurance, there would be a benefit all around.

No, it should not be a difficult proposition to convince the owner of property that in buying paint he would be putting money in his own pocket as well as in that of the dealer. The facts are there.

The Next Stage.

To hark back to our beginning, this is the first stage of salesmanship in creating a demand. The prospect must be convinced that he needs paint, that it will pay him to invest in paint.

The next step is to show him that he should buy good paint. The same arguments will apply here. The best paint will do the best work and last the longest. Therefore, it will put more money in the pocket of the purchaser. If the salesman can convince his prospect on the first point, it is possible, nay quite easy, to convince him on the second.

There is one point to be remembered. The salesman who sets out to talk paint results must be prepared to talk quality paint. By selling poor quality paint, he would in some cases pave the way for the reputation of his arguments. The paint would fail to do what he had declared it would and the store would not only lose one customer but, in all probability, a good many more.

The third stage is to talk the line of paint that the salesman carries.

Some dealers reverse the order by talking good quality paint or a certain make of paint to the customers before the latter has become convinced that he wants paint at all. This mode of procedure is neither logical nor effective.

START NEW STORE.

Cochrane, Ont.—The first sod is being turned this week in connection with the erection of the new store of the Geo. Taylor Hardware Co. The store will be built of reinforced concrete and will be absolutely fireproof. When completed it will be one of the largest stores in Northern Ontario.

The Proper Use of Color Cards Does Much

Dealer Who Sends These Out is Going to Get Big Returns—How it Has Worked in One Case.

"It does seem to me if I were in the retail business and if I could get all this advertising matter free, I would at least take the time and trouble to ask for it, and that after I got it I would devote a few spare moments, when not talking politics, to sending it out; or if I didn't send the stuff out myself I would at least get the boys and girls in the store to do it.

"But every jobber and manufacturer with whom I discuss this subject tells me the same story—that when it comes to distributing advertising matter the average retail hardware merchant is a 'dead one.'"

Let Advertising Lie Idle.

These remarks appeared in a bright little House Organ published by a United States Jobbing House. The writer speaks with feeling, but is there not cause for such feeling? Dealers there are, fortunately, who take advantage of the assistance given by the manufacturer; but there are a number of dealers, on the other hand, who allow the advertising matter to lie under the counter. Or perhaps they get up energy to cart this out to the back yard.

Taking it as a general rule, perhaps more use is made of the literature supplied by the painting houses than by any other manufacturers. Hardly a paint dealer but uses the color cards. And many make a proper distribution of the other advertising matter supplied, and a proper use of the posters sent. But even in the use of color cards there is room for many methods—methods both good and bad.

A good many dealers there are—you will know some—who do nothing with the color cards but keep them on hand. When a customer asks for one, they hand it out, and tell what paint they have in stock. If that is the color the buyer likes, well, all is happiness. But using these cards to draw business!—Why, the dealer of this style does not think of that.

Color Card a Lever.

Still there are dealers of a different type—dealers who use the color cards intelligently. The color card to them is not something to be kept on hand so that it may be supplied when wanted. It is rather a lever to raise business. An example may be given. The scheme is simple in the extreme. It is such as could be used by every handler of paint; yet, sad to say, there are still some dealers who perfer to lament the slowness of trade rather than take steps of this nature.

The dealer who adopted this scheme has kept a list of paint buyers. He also has a list of prospects. This is not merely a list of people living in the community, but a select list—a list made up of names of those who would be likely to need paint—people who are building, or who are owners of nice homes which they would likely want to keep bright and fresh.

Dealer Sends Out Cards.

In all there are 1,500 names on this list, and every spring, early, it is sent to the manufacturer of the paint handled. Back come 1,500 color cards, with some information. These are then sent out by the dealer. In some a special note is inserted. If the merchant knows that the man or woman to whom the card is going will be doing some painting he suggests that the paint be bought of him. He quotes prices, and sometimes tells that such and such a one—known to the recipient—has used this paint and has been satisfied with it.

There are dealers who believe all these color cards would be thrown away, if sent out in this manner. They are dealers who have not tried the system. This particular merchant states that this means of calling paint to his customers' attention is one of the best he has discovered. "People come with the color card in their hand," he states, "and ask if this color—pointing to one—would not be suitable for a verandah; and if this one—indicating another—would not be good to use on the kitchen floor. Why," declared this merchant, "people come in with these color cards months after they have been sent out. We trace a lot of our trade direct to them.

Proof of the Pudding.

That this style of advertising pays—backed as it has been by newspaper advertising and window displays—is well shown by an incident which occurred in this store. One make of paint had been carried. It was this paint for which the paint cards had been sent out. It was this paint of which the window displays were made. Then a new line was added—not to supersede the old line, but to augment it. Did that new paint sell? It did not. People did not know it. They wanted the old paint because it was what the color cards related to. It was three years ago that this new line was added—and a good line it was too, let there be no mistake about that—but it could not be sold successfully by that dealer. He had worked up too much of a demand for another make. Some of the supplementary line is on the store shelves yet.

—⚙—

TALK OF DETINNING CITY'S TIN CANS.

Montreal, Aug. 21. The Board of Control, which has to deal with matters of all descriptions and all magnitude, has now received a communication from the firm of Francis Hankin & Co. pointing out the revenue which might be made from a conservation of the city's discarded tin cans. The suggestion is that the incineration department be instructed to separate these tin cans from the rest of the city garbage, and that they be detinned. The company, which has its headquarters in Germany, offers to send two presses which will compress the cans so that they may readily be shipped to the detinning plant.

Out of every thousand tons of garbage—it has been estimated—there should be one ton of tin cans. In all, the supposition is that Montreal would yield 500 tons of tin cans a year, which, when pressed, would be paid for at the rate of $6.00 a ton.

So far, the objection seems to be that the $3,000 revenue thus secured might be hardly sufficient to recompense the city for the loss of time which collecting the tin cans would require of the garbage men; but the question is being investigated. Certainly some private firms are making money out of having their old cans detinned. It would seem that the city might make a little profit this way, too.

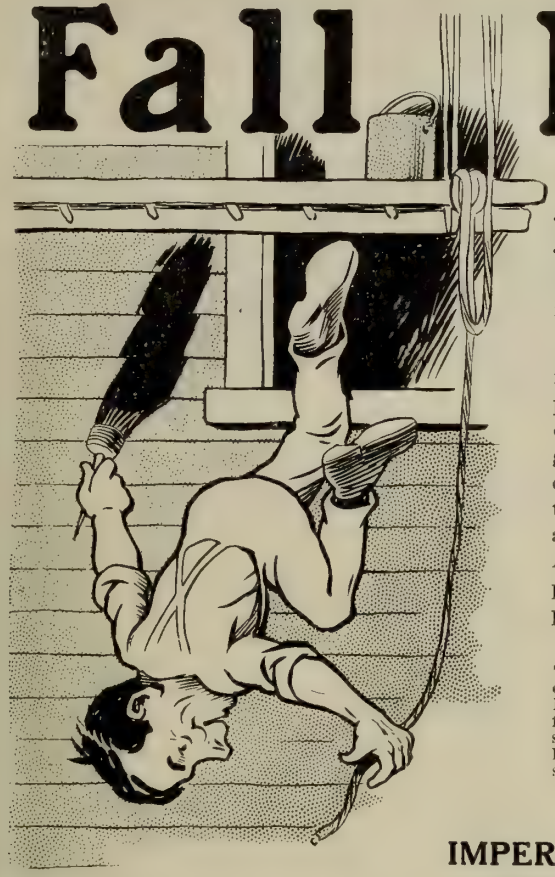
A few years ago a detinning plant was operated in Montreal. It was given up because the crop of cans was not sufficient to keep the plant active anything like all the time. Should a systematic collection of cans take place—however—it is possible that such a plant might again be put upon a paying basis.

—⚙—

NEW SCREEN BRUSH.

A new article has been put on the market which is of particular interest at the present time. It is a round wire brush for cleaning screens that fit into the smoke stack of a threshing engine.

Fall Painting



Are You Ready for the

Maple Leaf Advertising Campaign?

Our annual campaign to paint consumers starts almost at once. We advocate fall painting because woodwork is dried out, there is less rain than in spring, and the paint itself seasons better in the cool fall weather than in summer heat. Is your M L stock right, and are you in line, Mr. Dealer?

M L Paint made from best pigments, pure oil, proper grinding. Give every satisfaction to user and retailer. Ask for cards, prices and samples.

M L Floglaze finish for all purposes. Combines all the good qualities of paint, varnish and enamel in all colors for indoors or out. Finishes floors, wainscotings, buggies, automobiles, garden implements, furniture, etc. Ask for color cards.

DECORATIVE AID

The Decorative Aid Department (Toronto) cares for your interests, Mr. Dealer. All Paint questions answered. Advice given free. Interior decoration color schemes supplied, with stencil designs to help local business. This department is at your service—ask us any questions.

It is our policy to turn over to the retailers every penny of local business in M L Lines. We turn over hundreds of orders weekly. Best of all, we see that M L Lines are "right." Only by their giving full satisfaction can the dealer's business grow.

Are you stocked in M L Paint, Floglaze, Flat Wall Color and Elastilite? Let us know.

Remember to keep your stock up in our M L Lines. Flat Wall Color Cards, Floglaze and M L Paint Color Cards on request.

IMPERIAL VARNISH & COLOR COMPANY, Limited

6-24 Morse St., Toronto 108 Princess St., Winnipeg 365 Water St., Vancouver

PAINT POSSIBILITIES

PAINT PROBABILITIES

PAINT CERTAINTIES

It is possible for a merchant to sell a large quantity of poor paint for a time. It is possible, but not probable.

It is probable that any merchant could increase his paint business by handling a better grade of paint than he now handles.

It is a certainty (and we back this certainty with practial tests) that--

the greater covering capacity--the greater hiding qualities and the greater durability of Lowe Brothers' "High Standard" Liquid Paint will--

gain and hold the maximum volume of sales and do more toward the upbuilding of a permanent and profitable business than is possible or probable by any other means.

Why waste time over possibilities and probabilities when you could be selling the paint of certainties--"High Standard"?

Investigate--obey the impulse--write now. Lowe Brothers, Toronto.

Weekly Market Report --- Paints

An advance has been declared in Belgium on window glass. This will mean advances in Canada almost certainly.

There is talk of another advance in white lead but nothing definite has been done.

Linseed oil and turpentine are a little lower in Toronto.

Business is exceptionally good for this time of year.

MONTREAL.

Montreal, Aug. 22.—To date the week has shown no price changes. But this does not say that no change will be made, for a meeting of the white lead men is being held to-day. There is a possibility that another advance will be determined upon at this meeting. This is far from certain. The handlers are loath to put the prices higher, yet pig lead is exceedingly high; moreover, it is scarce and it may be felt that an advance must be made. Should this come it will hardly be as large an advance as those recently struck—but the definite information will be secured later.

Generally business continues good. There is a demand for all lines, and the manufacturers have not yet been able to catch up with their orders. Some lines, which have been fairly quiet throughout the summer, are now commencing to move rapidly. Glass is one of these—also putty, a companion line. In linseed there is an easier feeling. Prices have not been changed, but there is more oil to be had, and it seems that a lower price may reasonably be expected.

Nervousness Regarding Lead.

White Lead.—The continued firmness of pig lead, and the lack of this material —due to the trouble caused by the dockers' strike, and the discontinuance of operations in British Columbia—makes the corroders of white lead a little nervous. They dislike to raise the prices of their product too rapidly, as this might have a harmful effect, yet they must protect themselves against the higher cost of raw material. The business in this line is good. The rising market, so far, has not tended to decrease orders. Rather it has had the reverse effect—those who have contracted for large amounts demanding the complete filling of these contracts.

Linseed Oil.—The easier feeling noted here is the result of good news of the western crops—and of good supplies of seed now coming through. The impression is that there will be a lower figure quoted for linseed before long, and that the manufacturers will so replenish their stocks that they will be more willing to sell. In the past they have rather discouraged their travelers taking orders for this product.

What About Glass?

Putty.—This material is moving well. The near completion of a number of houses is responsible for the commencement of extensive glazing. It is also responsible for the call for putty. A good supply of this is now on hand, but if the call is as large as is expected this stock will be seriously reduced. The demand has been so good all summer that the huge supplies usually secured, have not this year been accumulated.

Glass.—The situation here is uncertain. Still reports of coming trouble in Belgium are being received. The handlers are unable to tell if there is much ground for these, but they are certain that these threatenings will tend to keep up the price of glass. If trouble really comes, of course, an advance will be made. Otherwise the present prices are likely to be continued. The lower price which some are expecting is hardly likely to come.

Prepared Paints.— Remarkably good is the demand for this line. The summer has seen a heavier trade than usual — much heavier; yet still sorting orders are being sent to the manufacturers. For such interior paints as sell especially in the fall there is also a big call. No more has been said of late about a probable advance in paint. It would seem, that in view of the lower cost of oil, no advance will come.

TORONTO.

Toronto, Aug. 22.—The feature of the market is the increase in glass in Belgium. The announcement that the Belgium makers had put into effect an all around increase on window glass did not come entirely unexpected. The situation in that country has been far from satisfactory for some time and it was pretty well understood that changes were pending.

The effect on prices locally is not hard to foresee. There will be advances. In view of the increased price, the importers will not be able to continue at the present quotations. This, at least, is the opinion prevailing here.

Oil Is Lower.

Linseed Oil.—It was reported last week that the price of 90 cents for raw and 93 cents for boiled would be reached. This has come to pass and the quotations predicted are now being given. The demand is not particularly large but it is probably quite as good as can be expected at this time of year.

The downward course in prices noted during the past few weeks has been due to a number of reasons, foremost of which is the confidence which is now expressed in a good flaxseed crop. There seems every reason to suppose that there will be an increase in the total yield of last year.

Turpentine.—There has been a larger quotation set on turpentine, the local price now being 65 cents. The demand is reasonable.

White Lead.—The white lead market has been featured by much talk of another advance. The firmness in the price of pig lead and the extreme scarcity are facts which cannot be overlooked. The cost of the raw material is advancing all the time to the grinders and it is confidently expected here that another advance will be seen before long. It is reasonably safe to assert that the price of 7.95 which now prevails is not high water mark.

Ten Per Cent. Advance.

Glass.—As noted above, there has been an advance declared in Belgium on window glass. The increases vary on different sizes and grades but the average advance is in the neighborhood of 10 per cent. This is a very considerable increase and will doubtless have its effect on local prices. No change has yet been made but advances seem inevitable.

Business in glass while not yet large is growing with the near approach of the fall season.

Prepared Paint.—Some firms report that business has fallen off to some extent but the general trend of opinion is optimistic. "We have as much business as we can handle," said one manufacturer. This is unusual for this time of year. August is generally a pretty slack month but there has been no evidences of slackness this year.

Varnishes and Japans.—There is a growing demand for these lines.

Specialties.—Business is a little dull just at present but there are evidences of a rapidly growing interest.

WINNIPEG.

Winnipeg, Aug. 19.—There is nothing new to report in paints and oils as the market is at present steady and the demand quite up to the average of past reports. Retailers are beginning to feature fall specialties for fall house-cleaning and renovating.

Window glass and putty are moving freely and also glaziers' tools.

B-H "ENGLISH" PAINT

70% PURE WHITE LEAD – 30% PURE WHITE ZINC
100% PURE PAINT

Why Experiment when you don't have to?

You can settle the question of quality in paint for yourself and your customers at once and for all time, by handling a paint bearing a **formula guarantee** showing it is made on a white base of 70 per cent. pure white lead and 30 per cent. pure white zinc—100 per cent. pure paint.

This is the guarantee on every can of B-H "ENGLISH" Paint.

And all this large percentage of white lead is Brandram's B.B. Genuine—The standard of the world. We are in a position to use this large proportion of white lead because we are corroders and grinders of white lead—the only paint makers in Canada who corrode and grind white lead.

You recognize, and your customers recognize, that this guarantee formula means the highest grade of goods that can be made. It settles the question of quality—and **quality counts.**

Highest quality paint **brings customers,** brings them **back again**—and **their friends** with them.



Highest quality paint gives you confidence, and your clerks confidence, to go after business and to get business.

Write to-day for dealers' price list and data on the 1912 Fall Advertising Campaign back of B-H "English" Paint. Address our nearest office.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's, per lb..8 50 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c.; White Brass, 48c.; Metallic, 45c.; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Alluminoid, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 5c. per lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c.; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co.—Magnolia, 25c.; Defender, 20c.; Mystic, 17c.; Kosmic, 15c.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ⅛ inch, per 100 lbs.	2 30	2 40
Heads, per 100 lbs.	2 55	2 65
Tank plates, 3-16 inch	2 40	2 50
Tubes, per 100 ft., 1½ in.	9 95	10 00
" " 2 "	8 65	8 70
" " 2½ "	11 00	11 00
" " 3 "	12 60	12 70
" " 3½ "	15 75	15 80
" " 4 "	20 20	20 30

BRASS.

Spring sheets, up to 20 gauge	0 27
Rods, base ½ to 1 inch, round	0 23
Tubing, seamless base, per lb.	0 26
Tubing, iron pipe size . 1 inch base	0 26

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.

Standard Compression work, 65 p.c.

High grade compression work, 60 p.c.

Cushion work, 55 per cent.

Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.

Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.

J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.

J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.

Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.
Casting ingot	$19 00
Cut lengths, round bars, ⅛ to 2 in.	27 00
Plain sheets, 14 oz., 14x48 inches, 14x60 inches	29 00
Copper sheet, tinned, 14x60, 14 oz.	30 00
Copper sheet, planished, 14x60, base	37 00
Brazier', insheets, 6x4	29 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto
Canadian foundry, No. 1		19 50
Canadian foundry, No. 2		19 00
Middlesboro, No. 3 pig iron	18 00	19 00
Summerlee, No. 2 pig iron	20 00	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles $ base	2 50	2 50
Common bar, per 100 lb.	1 90	2 05
Forged iron, per 100 lb.	2 05	2 20
Refined iron, per 100 lb.	2 15	2 30
Horseshoe iron, per 100 lb.	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

Cold Rolled Shafting.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 inch	0 05½
1 7-16 to 3 inch	0 65

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal.	Toronto
10 gauge	2 40	2 50
12 gauge	2 30	2 55
14 gauge	2 20	2 35
17 gauge	2 20	2 45
18 gauge	2 20	2 45
20 gauge	2 20	2 45
22 gauge	2 25	2 55
24 gauge	2 25	2 55
26 gauge	2 35	2 65
28 gauge	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90		2 90
All bright, 52 sheets	3 70		4 00
Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
20x28x80	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 gauge, per square	6 00
26 gauge, per square	3 85
28 gauge, per square	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 06
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.

Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	345
26 gauge, American	3 85	3 50
28 gauge, (26 English)	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE

	List	Black	Galv.
¼-inch and ⅜ inch	$ 5 50	65 p.c.	50 p.c.
½ inch	8 50	70 p.c.	59 p.c.
¾ inch	11 50	74 p.c.	64 p.c.
1 inch	16 50	74 p.c.	64 p.c.
1¼ inch	22 50	74 p.c.	64 p.c.
1½ inch	27 00	74 p.c.	64 p.c.
2 inch	36 00	75½p.c.	65½p.c.
2½ inch	57 50	75½p.c.	65½p.c.
3 inch	75 50	75½p.c.	65½p.c.
3½ inch	95 00	74 p.c.	64 p.c.
4 inch	108 00	74 p.c.	64 p.c.

IRON PIPE FITTINGS

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 65 p.c., 7 and 8 in. pipe, 50 p.c. Light pipe, 60, fittings, 70 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00.

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.

Flat rim enameled sinks, 15x24, $2; 18x30, $2.35; 18x36, $3.50.

HEATING APPARATUS

Hot Water Boilers—47 and 15 p.c.

Hot Water Radiators—45 and 15 p.c.

Steam Radiators—46 and 15 per cent.

Wall Radiators—40 and 15 per cent.

Specials—25 p.c.

OLD MATERIAL

Dealers' buying prices:	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11¼
Light copper bottoms	0 09	0 09¾
Heavy red brass	0 10	0 10½
Heavy yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02¾	0 02¾
Scrap zinc	0 03	0 04
No. 1 wrought iron	0 02	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal
Domestic (Trail) pig, 110 lbs.	5 50
Imported pig, per 100 lb.	5 50
Bar pig, per 100 lbs.	5 75
Sheets, 2½ lb. sq. ft., by roll	5 75
Sheets, 3 to 6 lb., ft.	6 00

Cut sheets ½c. per lb. extra.

Cut sheets to size, ¾c. per lb. extra.

LEAD PIPE.

Lead pipe, 7½c, 10 p.c. discount.

Lead waste, 9c, 10 p.c. discount.

Traps and bends, 40 per cent.

SOLDER.

	Per lb. Montreal.	Toronto
Bar, half-and-half, guarant'd	0 27½	0 27½
Wiping	0 24½	0 25

SHEET ZINC.

5-cwt. casks	8 25	8 00
Part casks	8 50	8 50

SPELTER.

Foreign, per 100 lb.	7 50	7 25

TIN AND TINPLATES.

Lamb and Flag and Straits—
56 & 28-lb. ingots, 100 lb...$52 00 $50 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—	
I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best"—Standard Quality.	
I C, 14x20 base	4 50
I. X., 14x20 base	5 50
I. X. X., 14x20 base	6 50

Bright Cokes Bessemer Steel—

I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne

Dean or J. G. Grade—	
I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
XX, 14x56, 50 sheet bxs.)	
XX, 14x60, 50 sheet bxs.)	7 00
XX, 14x65, 50 sheet bxs.)	

Tinned Sheets.

72x30 up to 24 gauge, case lots	8 00	7 35
72x30 up to 26 gauge, case lots		7 85

WIRE.

Annealed Cut Hay Bailing Wire.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.

High Carbon, No. 9, $2.00 in cars.

Fine Steel Wire.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c.; oiling, 10c.; in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c.; in 1-lb. hanks, 25c.; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c.; packed in casks or cases, 15c.; bagging or papering, 10c.

Hay Wire in Coils.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

Galvanized Wire.

From stock, f.o.b. Montreal—100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55; 14, $3.15. In car lots straight or mixed.

Poultry Netting.

2-in. mesh, 19 w.g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

Poultry netting staples, 55 per cent.

Smooth Steel Wire.

No. 0-9 gauge, $2.25 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra. Add 60c for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c, spring wire $1.25, bright soft drawn 15c, charcoal (extra quality) $1.25, packed in casks or cases 15c, bagging and paperings 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles 25c, in 1-lb. hanks, 50c, in ½-lb. hanks, 75c., in ¼-lb. hanks, $1.

Wire Cloth.

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

Wire Fencing.

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.

Dominion special field fencing, 33 1-3 p.c. small lots; extra 5 p.c.

F.O.B. Montreal.

Wire Rope.

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅜, $5, 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.

Galvanized	2 80
Plain	2 60

PAINTS, OILS AND GLASS.

Barn Paint.

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

Brushes.

Per lb.	0 40

Chemicals.

In casks per lb.	
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

Colors in Oil.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb. irons	0 06

Enamels.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.

	Per lb.
French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" solder sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Perfection amber ground, No. 1230 0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c, ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	0 12
C	0 11

Paris Green.

	Montreal	Toronto
Drums, 50 and 100 lbs.	0 18¼	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20¾
" ½-lb. "	0 22½	0 22¾
Tins, 1-lb., 100 in case	0 21½	0 21¾

Paris White.

In bbls.	0 90

Pigments.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

Prepared Paints.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English"	2 00
Ramsay's paints, pure	1 70
Ramsay's paints, Thistle	1 40
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	
Jamieson's Crown and Anchor brand	1 60

Plaster of Paris.

Per barrel	0 30

Pine Tar.

Half-pint tins, per dozen	0 60

Putty.

	Standard
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders, in bbls.	2 75

Red Dry Lead.

Genuine, 560 lb. casks, per cwt	4 75	5 75
Genuine, 100 lb. kegs "	5 25	6 50
No. 1 casks, per 100 lbs.	4 25	4 25
No. 1 kegs, per 100 lbs.	4 75	4 75

Shingle Stains.

In 5-gallon buckets	0 75

Turpentine and Oil.

	Montreal	Toronto
Can. Prime white petroleum, gal.	0 14	0 13
U.S. Water white "	0 15½	0 14½
U.S. Pratt's astral "	0 19	0 16½
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.		0 22
Benzine, per gal. single bbls		0 20½
Pure turpentine, single bbls	0 66	0 65
Wood Turpentine		0 60
Turpentine, second run		0 60
Linseed Oil " Raw	0 95	0 90
" " boile	1..0 98	0 93

Rosin, "G" grade, bbl. lots, 100 lbs. 3 25

Varnishes.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 20
" No. 1		0 95
" Union		0 90
Light oil finish		1 35
Gold size japan		2 00
Turps, brown japan		1 60
No. 1 brown japan		1 10
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 75

WHY ARE SO MANY PROMINENT DEALERS AGENTS FOR MINERVA PAINTS?

Because they are convinced that MINERVA PAINT, the famous British Brand, covers better and wears longer.

And that our entire effort is directed to increase the agents' volume of business.

Put the success of your Paint Department in our hands. You will never regret it.

Ask any Minerva Agent for his opinion of the MINERVA PROPOSITION.

Pinchin, Johnson & Co., (Canada) Limited

377-387 Carlaw Avenue - - Toronto
128 Princess Street - - - Winnipeg

DISTRIBUTORS AT CONVENIENT SHIPPING POINTS

REGINA—Peart Bros. Hardware Co., Ltd., Distributors for Southern Saskatchewan.
SASKATOON—The Saskatoon Hardware Co., Ltd., Distributors for Northern Saskatchewan.
CALGARY—The Western Supply & Equipment Co., Ltd , Distributors for Southern Alberta.
EDMONTON—The Western Supply & Equipment Co., Ltd., Distributors for Northern Alberta.
VANCOUVER—Wm. N. O'Neil Co., Limited, Distributors for British Columbia.
LETHBRIDGE—The Western Supply & Equipment Co.

N—33

Steel Tanks and Self-Measuring Pumps for Paint Oils

They avoid all the loss and inconvenience sustained under the old method. The steel tanks are air-tight and will not permit the oil to gum or stick. The pumps measure the oil according to the Imperial Standard, directly into the customer's can. They count the gallons pumped and compute the charge for fractional gallons.

THE BOWSER PAINT OIL SYSTEM.

will put every cent of profit into your pocket, where it belongs. With a Bowser your paint oil department will be as clean and inviting as your shelf hardware department. It draws trade.

Why not investigate now and increase your paint oil profits. Your fellow merchants are using them. They'll help you. Ask for book No. 15.

S. F. BOWSER & COMPANY, INC., TORONTO

66-68 FRASER AVENUE

For Twenty-seven Years Manufacturers of Self-measuring Pumps, Tanks, Gasoline and Oil Storage Systems, Dry Cleaning Systems, etc.

Do you know any of these Bowser users?

Samuel Hobbs,
1434 Queen St. W.
Toronto

Geo. Ecclestone,
Bracebridge, Ont.

Manville Hardware Company,
Prince Albert, Sask.

J. H. Ashdown,
Calgary, Alta.

Arthur Latham,
Moose Jaw, Sask.

Cochrane Hardware Company
Toronto

Peart Bros.
Regina, Sask.

Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish.	2 50
Canada Paint Co.'s sun varnish.	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Ltd. "Gold Medal," in cases	2 25
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 65
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	6 00
Pure white shellac varnish, in barrels	1 75
Pure orange shellac varnish, in barrels	1 60
No. 1 orange shellac varnish, in barrels	1 30

Window Glass.

Size United Inches.	Double Star	Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 25 p.c.

Montreal prices, no discount.

Size United Inches	Star
Under 26	$ 3 05
26 to 40	3 25
41 to 50	3 65
51 to 60	3 90
61 to 70	4 15

White Lead Ground in Oil.

	Montreal Per 100 lb.	Toronto lb.
"Anchor," pure	7 80	7 95
Brandram's B.B. Genuine.	8 80	8 95
C.P.C. decorators, pure	7 80	7 80
Crown and Anchor, pure.	7 80	8 95
Elephant, Genuine	8 05	8 20
Essex Genuine (Windsor).	....	7 55
Island City Decorators' pure	7 80	7 95
Lily Pure	7 80	7 95
Moore's Pure White Lead	....	7 95
Monarch (Windsor)	....	8 05
Munro's Select Flake White	8 05	8 20
Purity, C.O. Co.'s Ltd.	....	7 65
Ramsay's Pure Lead	7 80	7 95
Ramsay's Exterior	7 55	7 70
Sterling Pure	....	7 95
Tiger Pure	7 80	7 95

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

White Zinc (Dry)

Extra Red Seal, V.M.	0 07½

White Zinc in Oil.

Pure, in 25-lb. irons	0 10
No. 1 " "	0 07
No. 2 " "	0 06½

Whiting.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE.

Adzes.

Carpenters', per doz.	12 50	14 00
Plain ship "	18 00	22 00

Axles and Hatchets.

Single bit, per doz.	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	5 00
Barrell hatchets	5 50	6 85

Anvils.

Buckworth, per lb.	0 10¼

Ammunition.

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c, 90 days net.

Ordinary drop shot, AAA to dust, $8.00 per 100 lbs., net list; cash discount, 2 per cent. 30 days; net extra as follows, subject to cash discount only; Chilled, 40c; buck and seal, 80c; no. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

Augers and Bits.

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings Gen. auger, net list.	
Tobin High Speed Bits, 50 and 10.	
Tobin Never Choke, 60 and 10.	

Barn Door Hangers.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 00
Double strap hangers, dozen sets	....	6 50
Standard jointed hangers, dozen sets	....	6 45
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	6 50
Sovereign	....	7 25

Chicago Friction, Oscillating and Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.). 3 25

Barn Door Latches.

Challenge, dozen 2 25
Defiance, dozen 2 75
Gem, dozen 7 50

Bells.

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

Belting.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10.
Agricultural, not wider than 4 in., 75 per cent.
Lace leather, per side, 80c; cut laces, 85c.

Bird Cages.

Brass and Japanned, 40 p.c.

Bolts and Nuts. Per cent.

Carriage Bolts, common, new, $1 list.
Carriage Bolts, ⅝ and smaller 70
Carriage Bolts, 7-16 and up
Carriage Bolts, Norway Iron ($3 list) 60
Machine Bolts, ⅝ and less.. 60, 10 & 10
Machine Bolts, 7-16 and up.. 60
Plough Bolts 55, 5 & 10
Blank Bolts 60
Bolt Ends 60
Sleigh Shoe Bolts, ⅝ and less 60 and 10
Sleigh Shoe Bolts, 7-16 and larger 55 and 05
Coach Screw, new list 7
Nuts, square, all sizes, 4¼c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts, 80.

Building Paper, etc.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2 "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain and tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs.	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32' & 60', per 100 lb.	3 00
2 Ply Ready Roofing, per sq.	0 70
3 Ply Ready Roofing, per sq.	0 95
2 Ply complete, per roll	1 15
3 Ply complete, per roll	1 35
Liquid Roofing Cement, brls., per gal.	0 15
Liquid tins Cement	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb.	0 06
Nails, per lb.	0 05
Mop cotton, per lb.	0 15

Butts.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 per cent.

Cement and Firebrick.

Canadian Portland, bags, per bbl.	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement, in wood.	....	3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton.	....	5 50

Chalk and Pencils.

Carpenters Colored, per gross	0 65 0 80
" lead pencils, p. gr	2 40 6 75

Chisels.

Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

Chain.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack-chain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

Churns.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

Clamps.

Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

Conductor Pipe.

2 inch, in 10 foot lengths	3 30
3 " " "	4 00
4 " " "	5 28
5 " " "	7 26
6 " " "	8 80

Cotter Pins.

Cotter pins, 90 p.c. Montreal.

Copper and Nickel Ware.

Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 & 5 p.c.
Copper pitts, 30 and 5 p.c.
Foundry goods, hollow ware, 45 p.c.

Door Knobs.

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

Door Sets.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

Door Hangers (Parlor)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

Door Springs.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

Draw Knives.

Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80

Drills.

Bit stock drills, 2-32 in., doz.	0 67

Escutcheon Pins.

Steel, discount 50 per cent.
Brass, 55 per cent.

Eavetroughs.

8 inch in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c per 100 ft. O.G. Round Bead Trough.

Factory Milk Cans.

Milk cans and pails, 35 p.c.
Hand delivery and creamery cans, 40 p.c.
Railways cans, 45 p.c.
Cream cans, 40 p.c.
Creamery trimmings, 75 and 12½ p.c.

Faucets.

Common, cork-lined, 35 per cent

Farrier Knives.

Buckworth, 50 p.c.

Files and Rasps. Per cent.

Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62 2-3
Jowett's (English list)	27½
Spear & Jackson (English list)	35

Forges.

Blacksmiths portable, 135 lbs.	9 85

Galvanized Ware.

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

Grindstones.

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10

Smaller sizes extra.

Hammers.

Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 06
Sledge, Masons, 5 lbs. and over.	0 08
Sledge, Napping, up to 2 lbs.	0 09

Harvest Tools.

50 and 5 per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

Halters (Snap and Ring).

Jute Rope, ⅜-inch, per gross	8 00
" " ½-inch, per gross	10 50
" " ⅝-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1¼-inch, per doz.	5 20
Web	2 45

Sisal Halters (Snap and Ring).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

Hinges.

Blind, discount 50 per cent.

Heavy T and strap, 4-in., 100 lb. net	7 25
Heavy T and strap, 5-in., 100 lb. net	7 00
Heavy T and strap, 6-in., 100 lb. net	6 75
Heavy T and strap, 8-in., 100 lb. net	6 50
Heavy T and strap, 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in., per 100 lb.	4 00
over 12 in., per 100 lb.	3 50
Crate hinges and back flaps, 65 and 5 p.c.	
Chest hinges and hinge hasps, 65 p.c.	

Hinges (Spring)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.

Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.	
Chicago hold back screen door, iron, gro.,	$12.
Chicago spring hinges, 15 p.c.	
Triplex spring hinges, 40 p.c.	
Chicago surface floor (6,000),	45 p.c.
Garden City fire house hinges,	12½ p.c.
"Chief" floor hinge, 50 p.c.	

Hooks.

Wrought iron hooks and staples—	
¾ x 5, per gross	3 25
5-16 x 5, per gross	3 40
Bright wire screw eyes, 60 p.c.	
Bright steel gate hooks and staples.	
Iron screw hooks, 60 and 20 p.c.	
Iron gate hooks and eyes, 60 & 20 p.c.	
Crescent hat and coat wire, 60 p.c.	
Stove pipe eyes, kitchen and square hooks, 60 p.c.	

Horse Nails.

Size	Length	M.R.M. cold forged process list, 10th January, 1912. Price per 25-lb. box.
Nos. 3	1⅝-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

Horseshoes.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

Horse Weights.

Taylor-Forbes, 4¼c.

Ice Cream Freezers.

White Mountain, 5c per lb.

Knives.

Hay knives, net list.
Clauss, 50 and 25 per cent.

Kitchen Enameled Ware.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial, and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 40 per cent.

Kitchen Sundries.

Asbestos mats, 50 p.c.		
Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 50	0 90
Potato mashers, wire, per doz.	0 60	0 70
" wood, per doz.	0 50	0 80
Vegetable slicers, per doz.	....	2 25
Universal meat chopper, No. 1	....	1 15
Enterprise chopper, each	....	1 30

Spiders and fry pans, 50 and 5 per cent.

Star A1 chopper, 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright	....	0 80
Toasters, 50 per cent.		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

Ladders.

3 to 6 feet, 12c per foot; 7 to 1 ft., 13c. Extension ladders, 15c per foot up.

Lanterns.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast, per doz. 6 75
Lift Tubular and Hinge Plain, per doz. 5 00
Japanning, 50c per dozen extra.
Prism globes, per dozen, $1.20.
Lamp wick, 50 per cent.

Lawn Hose.

Competition grade lawn hose, 70 and 5.

Lawn Mowers.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25; 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

Locks and Keys.

Canadian, 45 and 10 per cent.

BLACK DIAMOND
ALEX. McARTHUR & CO.
LIMITED
MONTREAL.
REGISTERED TRADE MARK

WRITE US AT ONCE

Black Diamond TARRED FELT

is a necessary for every up-to-date house, because it keeps the house warm in winter and cool in summer. It is made of the highest grade material and guaranteed to last as long as the house on which it is used. We also make a full line of wrapping papers.

F. J. COX, Winnipeg, Western Agent

RED S BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

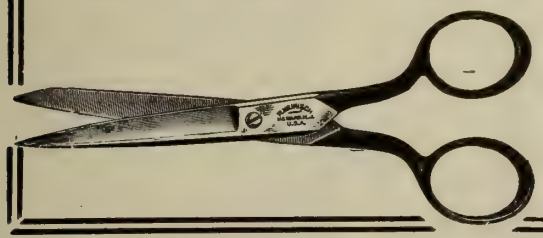
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

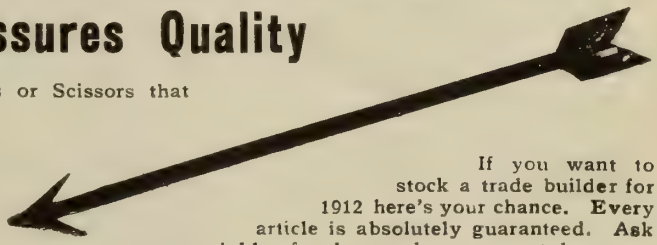
DON ROADWAY TORONTO

The Name "HEINISCH" Assures Quality

when it is applied to Tailor Shears, Tinners' Snips, Shears or Scissors that are manufactured by us.

85 years of practical experience in their manufacture accounts for their superiority over other makes.





If you want to stock a trade builder for 1912 here's your chance. Every article is absolutely guaranteed. Ask your jobber for them and see you get them.

R. Heinisch's Sons Company
Newark, N.J., U.S.A.

Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

¶ "He must know before he begins it that he must spend money—lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

HARDWARE AND METAL

Lumbermen's Supplies.

Cant hooks, dozen, from 12 00
Axes, dozen, from 6 50
Axe handles, dozen, from 1 15
Cross cut saws, per foot 0 25 0 43
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

Mallets.

Tinsmiths', 2½x5½ in., per doz.. 1 25
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 8, oak, per doz.... 15 00

Mats.

Wire door mats, standard, 16x24, doz. 9 00

Metal Polish.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in pkge 6 50

Miners Supplies.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lb., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

Mops and Ironing Boards.

Mops, per doz. 1 20 1 50
Folding ironing boards 16 25 18 00

Nails.

Wire

1—1½ inch 3 30
1¼ inch 3 00
1⅓—1¾ inch 2 75
2—2¼ inch 2 65
2⅓—2¾ inch 2 50
3—3¼ inch 2 45
3⅓—4 inch 2 40
4½ inch 2 35
5, 5½, 6 inch (base) 2 30

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

Oakum.

Plumbers....per 100 lb. 4 50

Oilers.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen..... 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

Plated Goods.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 10; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

Pieced Ware.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

Planes.

Wood bench, Canadian, 40, American, 25 per cent.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

Pliers and Nippers.

Button's genuine, 37½ to 40 per cent.

Plough Lines.

Russian snap .....per gross 30 00
Indian snap ..... " 25 00

Pumps.

Berg's wing pump, 75 per cent.

Razors. per doz.

Boker's 7 50 11 00
Boker's King Cutter 15 00
Henckel's 7 50 20 00
Gillette Safety, each 3 75
Star Safety Razor, 33 1-3 p.c.

Rope and Twine.

Sisal rope 0 09¼
Pure Manila Rope 0 13½
"British" Manila 0 10¼
Cotton, 3-16 inch and larger..... 0 24
Russia Deep Sea line, ¼ in. diam. and over, 17; under ¼ in., 18.
Jute, ⅜ and upwards, 10c; under ⅜, 10½c.
Lath yarn, single 0 08½
Lath yarn, double 0 08½
Sisel bed cord, 48 feet, per doz.. 0 65
Sisel bed cord, 60 feet, per doz. 0 80
Sisel bed cord, 72 feet, per doz. 0 95
Cotton clothes line, 18 per cent. off.
Bag, Russian twine, per lb. 0 27
Wrapping, cotton, 3-ply twine... 0 26
" " 4-ply twine... 0 30
Mattress twine, per lb. 0 45
Staging " " 0 35

Refrigerators.

Sanderson-Harold, 40 per cent.
Galvanized, 45 per cent.

Rivets and Burrs.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 7½ per cent.
Copper Burrs only, 22½ per cent.
Extras on Coppered Rivets, ½-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.
Tinned Rivets, net extra, 3c per lb.
Coppered Rivets, net extra, 2½c per lb.

Rivet Sets.

Canadian, 35 to 37½ per cent.

Rules.

Boxwood, No. 68, 2 foot, doz..... 1 15
Ivory, No. 1282, 2 foot, each 3 50

Sad Irons.

Mrs. Potts, No. 55, polished, per set 0 80
Mrs. Potts, No. 50, nickel-plated, per set 0 85
Mrs. Potts, handles, japanned, per gross 8 40
Common, plain 4 25
" plated 5 50
Asbestos, per set 1 50

Sand and Emery Paper.

Sand and emery paper, 40 per cent.

Sash Weights.

Sectional, 1 lb. each, per 100 lb... 2 25
Sectional, ½ lb.. each, per 100 lbs 2 40
Solid, 3 to 30 lbs. 1 55

Sash Cord.

No. 8, per lb. 0 33

Saws.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

Saw Sets.

Canadian discount, 40 per cent.

Screen Doors and Windows Doz.

Common doors, 2 or 3 panel, walnut stained, 4-in. style 7 80
Common doors, 2 or 3 panel, grained only, 4-in. style 8 10
Beaver window screens, 14x18, open 28½ inches 1 60
Perfection window screens, 14x15, open 22½ inches 1 80
Model window screens, 14x22, open 36½ inches 2 25

Scales.

Gurney Standard, 35; Champion, 50 per cent.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45, Weigh Beams, 30.

Scythe Snaths.

Canadian, 40 per cent.

Screws. Per cent.

Wood F.H., bright and steel...85 10 12½
" R.H., bright 80 10 12½
" F.H., brass 75 10 12½
" R.H., brass 70 10 12½
" F.H., bronze 70 10 12½
" R.H., bronze 65 10 12½
Drive screws 85 10 12½
Set, case hardened 60
Square cap ..... 50 and 05
Hexagon cap 45
Bench, wood, per doz. $5 00
" iron, per doz. 4 25

Screws (Machine).

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 p.c.

Screw Drivers.

Sargent's, per dozen 0 65 1 00
North Bros., No. 30, per doz. 16 80

Scissors and Shears.

Clauss, nickel scissors and shears, 60;
Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

Shelf Brackets.

No. 140, 65 and 10 per cent.

Skates and Hockey Sticks.

Starr skates, 37½ per cent.
Boker, hockey, 30c upwards; spring
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks, net, $1.50.

Shovels and Spades.

Canadian No. 1 grade, 60 and 2½ p.c. off; No. 2 grade, 55 and 2½ p.c. off; No. 4 grade, 45 and 5 p.c. off.
Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ per cent.

Scoops.

Grade 1, 2, 3, 50 and 5 per cent. off.
Grade 4, 50 per cent. off.

Squares.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

Snaps.

Harness, 25 per cent.

Soldering Irons.

Base, per lb., 28 cents.

Stamped Ware.

Plain, 75 and 12½ per cent.
Retinned, 75 and 5 per cent.
Tinners' trimmings. 75 and 5 p.c.

Sap Spouts.

Bronzed iron with hooks, per 1,000 7 50
Eureka tinned steel, hooks, per 1,000 ..... 8 00

Staples.

Poultry netting, 100 lbs. 5 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 0 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

Stable Fittings.

Dennis Wire & Iron Co., 33 1-3 p.c.

Stove Boards.

Lithographed, 60 and 10.

Stovepipes.

5 and 6 inch, per 100 lengths..... 7 62
7 inch, per 100 lengths 8 18
Nestable, 40 per cent.

Stovepipe Elbows.

6 and 6-inch, common, per doz... 1 22
7-inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, 70 per cent.

Stocks and Dies.

No. 20 Beaver Die Stock 18 75

Stones—Oil and Scythe.

Washita .....per lb. 0 25 0 37
Hindostan ..... " 0 06 0 10
" slip ..... " 0 18 0 20
" Axe ..... " 0 10
Deer Creek ..... " 0 10
Deerlick ..... " 0 25
" Axe ..... " 0 15
Lily white ..... " 0 42
Arkansas ..... " 1 50
Water-of-Ayr ..... " 0 10
Scythe .....per gross 3 50 5 00

Tacks, Brads, Etc.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

Tape Lines.

Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., ea. 0 94
" steel, No. 264, 66 ft., each 3 50
Chesterman's linen, No. 1822, 66 ft. each 1 10
Chesterman's Metallic, No. 1821.. 1 95
" Steel, No. 1849, 50 ft.. ....

Trowels.

Disston's, 10 per cent.

Thermometers.

Tin case and dairy, 75 to 75 and 10 p.c.

Tinners' Snips.

Discount 35 per cent.

Tinners' Trimmings.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

Traps (Steel Game).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

Traps (Rat and Mouse) Doz.

Out O' Sight Mouse Traps 0 60
" " Rat Traps 1 20
Easy Set Mouse 0 45
" " Rat 0 95
Blizzard Mouse Traps 0 45
" Rat Traps 0 95
Hold-Fast (formerly Devil) Mouse Traps 0 25
Hold-Fast (formerly Devil) Rat Traps 0 80
5-Hole Tin Chokers 0 80

Vises.

Per pound 0 12 0 12¾
Hinged pipe vise, 25 lbs.... .... 3 55
Saw vise 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

Washing Machines.

New Ontario 41 25
Round, re-acting, per doz. 81 25
Square, re-acting, per doz. 77 50
Dowswell 52 50
New Century, Style A 101 25
Ideal Power 180 00
Daisy 73 25
Stephenson 74 00
Puritan Motor 165 00
Connor, improved 52 50
Ottawa 55 00
Connor Ball Bearing 112 50
Connor Gearless Motor Washer... 180 00
20 per cent.

Wringers.

Royal Canadian, 11 in., doz. 47 75
Eze, 10 in., per doz. 46 75
Bicycle, 11 inch 60 50
Trojan, 12 inch 100 00
Challenge, 3 year, 11 inch 53 25
Ottawa, 3 year, 11 inch 58 25
Favorite, 5 year, 11 inch 61 75
20 per cent.

Wheelbarrows.

Navvy, steel wheel, dozen 21 20
Garden, steel wheel, dozen 32 40

Whiffletrees.

Tubular steel whiffletrees, 28 in.... 0 70
" " " 34 in... 1 00
" " " 36 in... 1 25
" " neckyokes, 36 in.... 1 05
" " doubletrees, 40 in.. 0 95
" " lumbermens, 44 in.. 1 15

Wood Handles.

Second growth ash fork, hoe, rake and shovel handles, 40 per cent.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Carriage neckyokes and whiffletrees, ash 35, hickory, 40 per cent.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 per cent.
All other ash goods, 40 per cent.
All hickory, maple and oak goods. 35 per cent.

Wrenches.

Agricultural, 67½ per cent.
Wrought Iron Washers.
Canadian, 50 per cent.

WINNIPEG HARDWARE QUOTATIONS.

Ax Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

Augur Bits—"Irwin" bits, 47½; other lines, 70 and 10 per cent.

Barb Wire—Lyman 4 pt., $1.86 f.o.b. Fort William; $2.26 per spool of 80 rods f.o.b. Winnipeg; Guidden 2 pt., $1.74 f.o.b. Fort William; $2.12 per spool of 80 rods f.o.b. Winnipeg; Baker 2 pt., $1.73 f.o.b. Winnipeg; Waukegan 2 pt., $1.74 f.o.b. Fort William; $2.12 per spool f.o.b. Winnipeg; Alberta 2 pt., $1.73 f.o.b. Fort William, $2.05 per spool f.o.b. Winnipeg; American special, 2 pt., $1.45 f.o.b. Fort William; $1.73 per spool f.o.b. Winnipeg; plain twist, $2.80 f.o.b. Fort William, $3.20 per 100 lb., f.o.b. Winnipeg; coil spring wire, No. 9, $2.07 per 100 lbs., Fort William; $2.50 at Winnipeg.

Bolts—Carriage, ⅝ and smaller, 65; 7-16 and larger, 55; machine, ⅝ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3 small lots, 2½; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—$3.15 per keg base, Wire nails, base, $2.80 Winnipeg; $2.35 Fort William.

Copper—Sheet and planished copper. 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates—Half-polish, 6 and 7-inch, $3.40; 8-inch, $3.60; full polish, 6 and 7-inch, $4.25; 8-inch, $4.50.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

Galvanized iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾ oz., $4.80; Queen's Head, 20, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware—37½ per cent.
Grindstones—Per 100 lb., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1 $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

Harvest Tools—50, 5 and 5 per cent.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, Black—¼, $2.25; ⅜, $2.30; ½, $3.10; ¾, $3.66; 1, $5.30; 1¼, $8.60; 2, $10.90; 2½, $17.40; 3, $22.65; 3½, $30; 4, $34.35; 4½, $38.80; 5, $43.30; 6, $56.10.

Galvanized—¼, $3.10; ⅜, $3.20; ½, $4.10; ¾, $4.90; 1, $7.05; 1¼, $9.60; 1½, $11.50; 2, $14.80.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$6. Lead Pipe—Full coil, $7.00 per cwt.; cut coil, $8.00 per cwt.

Lead Waste—$7.00.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 47c, 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 9¼c; Pure Manila, 15½c; British Manila, 10¼c; lath yarn, 9c.

Staples—Bright wire, $2.50 f.o.b. Fort William; $2.90, Winnipeg.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ per cent.; No. 3, No. 4, 50 and 2½ per cent.; No. 1 scoops, 50 and 5 per cent.; all other grades, 45 and 5 per cent.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $32 per cwt.

Screws—Bright iron round head, 82½ and 10 p.c.; flat head, 87½ and 10 per cent.; round head, brass, 72½ and 10 per cent.; flat head, brass, 77½ and 10 per cent.; coach, 65 per cent.

Staples—Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

Linseed Oil—Raw, per gal., $1.05; boiled, per gal., $1.08.

Turpentine—Per gal., barrel lots, 80c.

Dry Colors—White lead in ton lots, decorators' pure $8.00; decorators' special, $7.50; in small lots advance price 25 cents per cwt.; red lead, kegs, $6.50 yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a. 3½c; English purple oxides, in casks, 3½c; less quantities, 4c per lb.

Putty—Casks, $2.90 per cwt.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

Paris Green—22 cents per 112-lb.
Paris Green—21½ cents per 112-lb.

JAMIESON'S CROWN and ANCHOR



VARNISH STAINS

LOOK so well and WEAR so well that they delight everyone who uses them.

We would like you to test them against any other stain on the market of whatever name or price. If you will do so we are certain that you will agree with us that they are in every respect

THE BEST

and the price helps too.

R. C. Jamieson & Co.
LIMITED

Established 1858

Owning and Operating
P. D. Dods & Co., Limited
Montreal and Vancouver

MURESCO

30,000,000 POUNDS SOLD IN 1911

WHY?

BECAUSE

It covers more surface and covers it better with one coat than any other similar material on the market.

Of the nature of its ingredients it is highly sanitary.

It does not rub off, crack, peel, blister or show laps when properly applied.

It is so easily applied.

Every lot manufactured is carefully tested before shipping.

Send for Color Cards and Literature

Benjamin Moore & Co., Limited
TORONTO NEW YORK CLEVELAND CHICAGO

Carey STOP-A-LEAK STYCK

PERMANENTLY REPAIRS SMALL LEAKS
in Roofs, Skylights, Boat Bottoms Tanks etc. A knife only tool needed. Retails at 25 cts. per Styck or sent by mail postpaid for 35 cts.
WRITE FOR TRADE DISCOUNTS TO-DAY
THE PHILIP CAREY CO., Lockland, Cinn. Ohio.

A want ad. in this paper will bring replies from all parts of Canada.



The Carpenter Says:

The Master Brace

is his idea of what a brace ought to be.

Its general appearance delights the lover of fine tools. The metal parts are handsomely nickeled and the head and handle are of finely finished cocobola.

The chuck securely holds straight shanks from ½ to ⅛ inch, and all styles and sizes of bits, tapers and irregular shaped shanks. The milled jaws have eight sharp holding points of contact with the shank, giving unusual tenacity of grip. Jaws adjust themselves exactly to the shape to be held. Our patent cap washer prevents chuck from working loose.

A Distinct Masterpiece in its every Function.

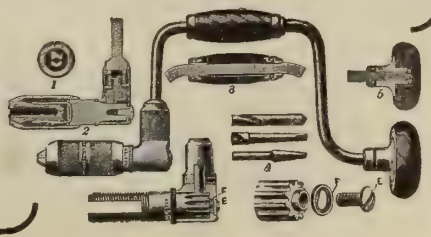
The effective and positive ratchet device is concealed, protecting the parts from dust. Has ball bearing head and centre handle, the latter being adjustable. The sleeve is of a new patent, just fitting the hand, and is reinforced at the lip to meet the strain at that point. The tail socket is made from solid bar steel, unbreakable under the severest usage. The jaws are so hinged upon a spring as to transmit any strain to the stout sleeve.

The Master Brace is made in 4 sizes—8, 10, 12 and 14 in. sweep.

Send for our FREE Book, "Tool Practice."

Millers Falls Co.

28 Warren Street
NEW YORK



Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance:—
2c. per word first insertion.
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required

AGENCIES WANTED

EXCLUSIVE AGENCIES WANTED FOR hardware specialties. Territory of Western Canada, Great Lakes to Pacific Coast. Thoroughly and regularly covered by travellers. Correspondence from manufacturers solicited. H. S. & H. E. Mussett, 41 Scott Block, Winnipeg. (41)

BUSINESS CHANCES

FOR SALE—HARDWARE AND TINSMITHING business, established 17 years, in a village in eastern Ontario. Good farming country. Good reasons for selling. Address Box 33, Williamstown, Ont. (37)

FOR SALE—ONE NO. 6 OXFORD HOT water boiler, second-hand, $50.00. T. A. Cowan, Brantford, Ont. (35)

FOR SALE $250 GENERAL HARDWARE stock. A bargain. Retiring from business. Chas. Watkins, 318 Lippincott St., Toronto. (35)

A THRIVING HARDWARE AND TINSMITH business for sale, in a town of 400 of a population. Stock about $2,000. Box 696, Hardware & Metal, Toronto. (34)

FOR SALE—ONE NO. 18 TAYLOR-FORBES Western steam boiler. Gross rating 1,000 square feet. In good condition. Used 3 seasons. $90.00. T. A. Cowan, Brantford, Canada.

FIRST-CLASS HARDWARE BUSINESS FOR sale—on C.P.R. main line, Eastern Alberta. Stock $8,000.00. Yearly profits $6,000.00 to $7,000.00. Apply Box 1661, Saskatoon, Sask. (35)

SPLENDID WHOLESALE AND RETAIL business for sale, in one of the finest districts of Western Canada. Write for particulars. H. H. Pigott & Co., Ltd., Winnipeg, Canada. (35)

GOOD HARDWARE AND TINSMITH BUSIness for sale. In the thriving village of Atwood, Perth County. Stock, tools and fixtures about five thousand. Reason for selling, ill health. S. H. Mitchell, Atwood, Ont. (35)

FOR SALE—A LONG AND WELL ESTABlished hardware business on the best business street in Toronto; good lease of premises; stock and fixtures $9,000.00 to $10,000.00. Satisfactory reasons for selling. Box 695, Hardware & Metal, Toronto. (35)

OLD ESTABLISHED HARDWARE, STOVES and plumbing in Eastern Ontario city; steady increase of sales at good prices; business always showing a good return on investment; exceptional opportunity, stock being particularly well bought. Box 693, Hardware and Metal.

THRIVING HARDWARE BUSINESS FOR sale, consisting of shelf and heavy hardware, stoves, etc. Located in central part of Ontario; three railroads; turnover $50,000; stock $10,000, which is being reduced. Excellent chance to buy at rate on dollar. Retiring from business. Box 618, Hardware and Metal, Toronto. (52tf)

HARDWARE BUSINESS FOR SALE — that flourishing and money-making hardware business of the late Chas. A. Purvis, in Webbwood, a going concern, with horses, drays and all appliances necessary for conducting a successful business. Stock estimated from $8,000 to $9,000. Store and storehouses can be bought or rented. This has been one of the best money-making hardware businesses in Ontario. Apply to James Purvis, Executor, Sudbury, Ont. (37)

WANTED

WANTED—GOOD SECOND HAND 8 FT. cornice brake. State make and price. Sheridan & Power, Brockville. (34)

SITUATIONS VACANT

WANTED—A MAN CAPABLE OF INSTALling furnaces. State wages required. Jno. H. McEwan, Radisson, Sask. (34)

WANTED — RELIABLE EXPERIENCED hardware clerk; good wages and steady employment. A. S. Worthen, Zealandia, Sask. (35)

WANTED—MAN WITH EXPERIENCE IN use of paints and varnishes, to travel in Ontario. Reply, giving age, experience and references. Box 698, Hardware and Metal, Toronto. (35)

WANTED — GOOD HARDWARE CLERK. Must be good salesman, good window dresser and a "real live wire." Apply, stating age, experience and salary, to Geo. Taylor Hardware Co., Cobalt. (35)

WANTED—FIRST-CLASS STENOGRAPHER —male—about 20 years old. Excellent opportunity for advancement to good position on selling staff. Apply Gurney Foundry Co., 500 King Street W. (34)

SALESMAN OF BUILDERS' HARDWARE—must have had some previous experience of estimating from architect plans. Apply by letter, stating experience, age, salary, etc. The James Walker Hardware Co., Ltd., Montreal. (34)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

IMPORTANT BRITISH COMPANY MANUfacturing high grade protective paints, enamels, varnishes and coatings, contractors to British Admiralty, and leading shipbuilders and engineers, desire to be represented in the Dominion. Director will be in Canada about September, and could interview persons or companies who might do business or take up agencies. Apply XX, care of Hardware & Metal, Montreal. (35)

SITUATIONS WANTED

CLERK SEEKS SITUATION WITH wholesale and retail hardware store; 7 years' sound experience; ambitious, good salesman and stockkeeper. First-class references. Apply Box 697, Hardware & Metal, Toronto. (33)

TRAVELLER HAVING PROVED HIS ABILity by greatly increasing his firm's business in the territory covered and being an aggressive salesman wishes to secure a position with manufacturing concern. Box 668. Hardware and Metal, Toronto. 18—21t

WANTED — MANUFACTURERS' AGENT calling upon hardware and plumbing supply houses in Ontario, Quebec, and Eastern Canada, to handle, on commission basis, the exclusive sale of a high class specialty with an established trade. Former representative engaged in business for himself. In answering, advise age, experience, lines now handling, territory covered, etc. X100, Care of Hardware & Metal, Toronto. (34)

FOR SALE

About $3,000 stock—all saleable—at rate on dollar. Fine chance for dealer starting in hardware business or desiring to increase his stock. Owner retiring from business.

R. J. BRUCE
Corner Mavety and Dundas Streets
West Toronto.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 15 cents postpaid, or two sets for 25c while they last. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white card marked 25c, 50c, 75c, $1, $1.25, $1.50, $1.75, $2, $2.50, $3, $3.50, $5. Dozen in set, per set 25 cents postpaid. Technical Book Dept., 143 University Avenue, Toronto. (tf)

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

Merchants and Salesmen!

Would you be willing to pay $2.00 to hear some of the leading authorities on salesmanship express their opinions on this all-important subject? In

BRAIN-POWER BUSINESS MANUAL

125 Presidents, Vice-Presidents, General Managers, Sales Managers and Star Result Getters, have contributed of their knowledge and experience on such phases of the subject as:—
The Selling Profession.
Education and Training.
Before the Interview.
Getting Interviews.
The Approach.
Selling Talk.
Answering Objections.
Selling Tactics.
Closing Sales.
Cash with Order.
Samples.
Getting the Price.
Credits and Terms.
Cancelled Orders.
Territory.
Long vs. Short Trips.
Finding New Customers.
Salesmen's Relation to House.
Salesmen and Advertising.
Expense Accounts.
Promotions.
Bribes.
Conduct Toward Customer.
Special Tactics.
Character and Conduct.
183 pages, 5¾ x 8¾ inches.

PRICE $2.00

TECHNICAL BOOKS.
143-149 University Ave.
TORONTO

"RUSSWIN" BUILDERS' HARDWARE

We are jobbing agents for the famous "RUSSWIN" line of builders' hardware. Our stock contains the latest and most artistic designs on the market to-day. By selling "RUSSWIN" LOCK SETS you will be in the best position to get the CONTRACTORS' business in your town.

COAL CHUTES

Agents for Manitoba and Saskatchewan for the DOWN DRAFT COAL CHUTE. A large stock always on hand.

THE WINNIPEG PAINT AND GLASS CO. LIMITED
EVERYTHING FOR A BUILDING

WINNIPEG EDMONTON

SUPERIORITY!

We have spared no expense in the manufacture of NEW ERA PAINT, which has resulted in a paint that will outlast, cover more surface, hold its color better, stand more extremes of the weather and give a more brilliant finish than any high-priced paint you can buy.

NEW ERA PAINT

NEW ERA is a paint made especially to meet the requirements of the most critical user, and is sold at a price that is within estimates of every painter.

Write to-day for this guaranteed paint—it will pay you

Standard Paint & Varnish CO., Limited
WINDSOR ONTARIO

Queen City Water White Oil

GVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

TONS OF PAINT FOR FALL PAINTING

Are you ready for the ever-growing fall demand for paints? We want a chance to show you the big profit there is **FOR YOU** in helping us to place the tons and tons of

Ramsay's Paints

which are sold every fall for fall and winter use. We make, or supply, **EVERYTHING** that a painter needs, and if you handle our line no customer will find you unable to meet his demand.

Let us put our proposition before you.



A. Ramsay & Son Co.

MONTREAL

Paint Makers Since '42



WESTERN DISTRIBUTORS:
Revillon Wholesale, Limited, Edmonton
A. McBride & Co., Limited, Calgary
F. R. Begg & Co., Limited, Vancouver

Ⓦ 119

GLASS

of Every Description for Buildings

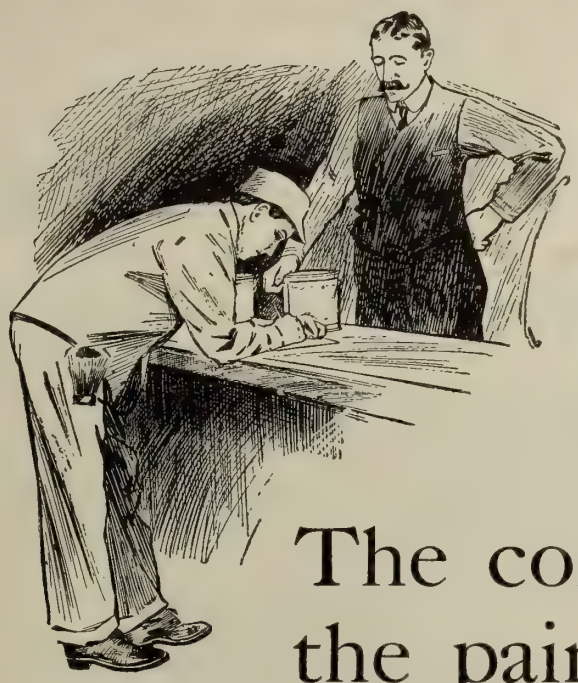
Our Leaded Art Glass is of the highest grade manufactured. Being the largest manufacturers of this line in Canada we can also give you the lowest price consistent with high quality

If you have not already received a copy of our 132 page catalogue, we would be pleased to send one.

HOBBS MANUFACTURING CO. LIMITED

OFFICES AND FACTORIES

London Toronto Winnipeg Montreal



The colors that please the painter.

The colors that please the painter will please your customers. The painter is the man who knows best of all when colors are right in quality, when they have the right tinting strength and the smoothness and durability.

The Canada Paint Co. manufacture colors in either dry form or ground in oil or in Japan that have all the qualities which please the expert painter. They have always worked with this idea in view and so the output of C. P. Co.'s colors has grown rapidly year after year.

Any dealer who is interested in pleasing his customers and the getting of more business on a profitable basis, cannot afford to overlook The Canada Paint Co.'s Dry Colors or Colors ground in oil or our Superfine Carriage Colors, ground in Japan. These products bring trade. Write us for prices to-day.

THE CANADA PAINT CO., Limited

Paint, Varnish and Dry Color Makers, Linseed Oil Crushers

Factories and Offices—Montreal, Toronto, Winnipeg. Oxide Mines—Red Mill, P.Q.

D. PERES Barrel Brand CUTLERY

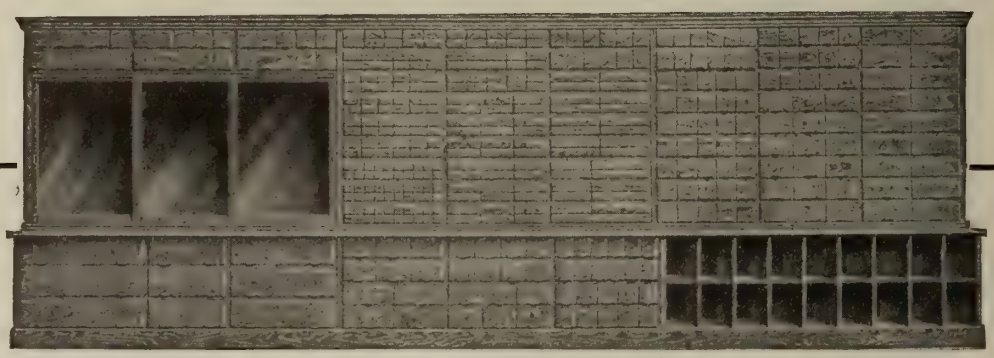
(Razors, Pocket Knives and Scissors.)





Canadian Agents: GREEFF-BREDT & CO., TORONTO

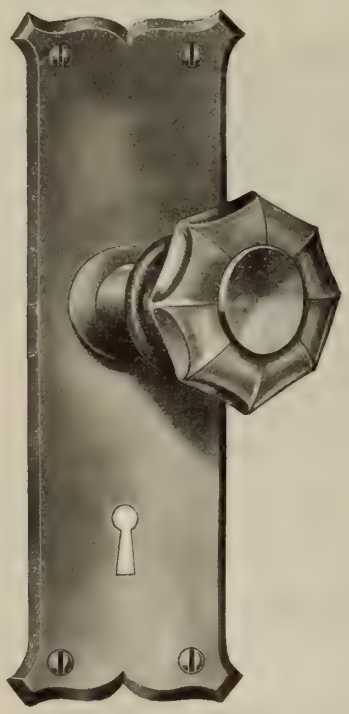
Western Office: Feilman, Gibson & Jardine, 222 Portage Ave., Winnipeg. Montreal Office: H. J. Stafford, 426 King's Hall



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.
Advise us space you have available for shelf boxes and shelving, and we will sketch out plan and give you our best price for same.
Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto



It's Easy

to make quick sales and build a reputation if you sell

Peterboro Hardware

It is our aim to manufacture the most extensive and up-to-date line of finishing hardware in Canada.

We continually add new lines to suit the requirements of the trade.

The quality of **"Peterboro" Hardware** is the best, and for your protection we trade mark all our lines.

Sell hardware that's "Peterboro" and you will have a consistent and increasing demand for it.

Let us convince you as to its artistic and winning qualities by sending you a line on trial.

Write for our large catalog.

Peterborough Lock Mfg. Co., Limited

Peterborough, Ont.

The P's and Q's of the Paint Store Man

PQ

"If you would succeed you must mind your Ps and Qs." "Quality" and "Profit" trip up too many business men. They get profit too high, quality too low, and wonder what was wrong when the crash comes.



MARTIN-SENOUR PAINT 100% PURE

is a real business insurance. Its quality and a reasonable profit will make your business boom. The dealers who know say so. Write today for the proof and our proposition to insure your business the same way.

THE MARTIN-SENOUR CO., Limited

Pioneers of Pure Paints

MONTREAL CHICAGO WINNIPEG LINCOLN

Don't Take Any Chances

If your customer knows anything about varnish he will probably ask you for DOUGALL VARNISH. But if he is not well informed on the subject he will, in nine cases out of ten, be willing to be guided by your recommendation.

Don't take any chances with this man, Mr. Dealer, give him DOUGALL VARNISH and then rest assured that he will not be disappointed. You can also rest assured that man's faith in you is increased and that he will be all the more willing to accept your recommendation in the future.

If you recommend Dougall Varnish—your customer will benefit—you will benefit—and incidentally we shall benefit.

THE VARNISH THAT LASTS LONGEST

The Dougall Varnish Company, Limited

305 Manufacturers Street, Montreal, Canada

J. S. N. DOUGALL, President.

Associated with MURPHY VARNISH CO., U.S.A.



No. 1186 Coal Grate

MANUFACTURED BY

The Ohio Foundry & Manufacturing Co.

STEUBENVILLE, OHIO, U.S.A.

Manufacturers of all styles of coal or gas burning fire-place goods, as well as andirons and wrought fire-place trimmings.

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

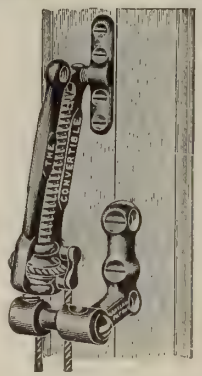
Contractors to the Admiralty and War Office

THE "CONVERTIBLE" PATENT FANLIGHT OPENER

Simple

Effective

Compact



1796 IRON

⅜ screw 4/-
½ " 6/6

1795 BRASS

⅜ screw 5/6
½ " 8/6

1797 GUN METAL

⅜ screw 6/6
½ " 10/6

each.

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of

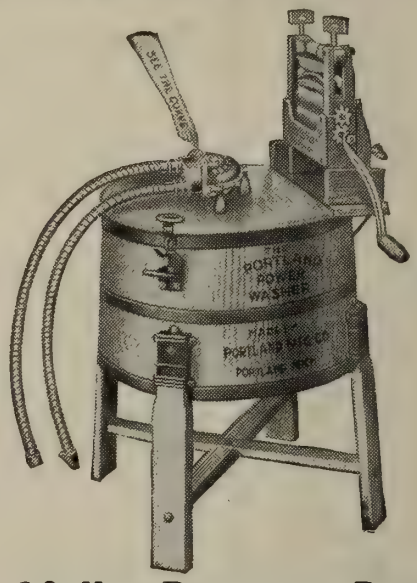
Cartland Patent Helical, Climax, Adjustable, and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to wholesale Hardware Merchants.

FROM STOCK



Only 20 lbs. Pressure Required

The Supreme Test

The supreme test of a Washer's worth is the way the Washer washes. Try it out with the Dirty Shirt test. Take an unusually dirty but originally white shirt, run it through the Portland Water Power Washer, and you'll find that the shirt itself is not only perfectly clean (provided, of course, that the dirtiness of the shirt isn't due to paints, etc.), but that the neck and wrist bands too are spotless.

The Portland is a trouble-less washer—it relieves all washer worries.

Made complete in our own factories—washer, motor, and furniture finished tub.

If you're looking for a quality washer that's really worth while get after your hardware jobber, or write direct to us.

HENDERSON & RICHARDSON

Formerly J. A. HENDERSON

Board of Trade Building, MONTREAL

SOLE CANADIAN AGENTS FOR

PORTLAND MFG. CO., - Portland, Mich.

The Largest Manufacturers of Washing Machines in the World

BANNER
TRADE MARK.

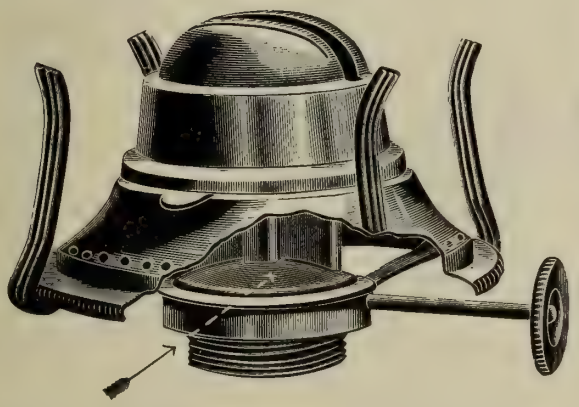
HAVE YOU ARRANGED

for your

Burner Requirements ?

Price of Brass is Daily Going Up!

"BANNER" Burners have not YET!!



Now is the time to get your Contracts in BEFORE prices advance!

BRANCHES:

56 Albert Street, Winnipeg.
30 St. Dizier Street, Montreal.

Ontario Lantern & Lamp Co., Limited
HAMILTON, ONTARIO



You know, Mr. Dealer—

consumers don't use

INTERNATIONAL VARNISHES

and

VARNISH SPECIALITIES

because they like the name or because they like you. No! They use them because they have found them uniform, reliable and satisfactory.

You can't afford to be without this line of goods on your shelves.

Write for particulars and ask for our policy of co-operation with the Dealer.

Every can contains full Imperial measure.

INTERNATIONAL VARNISH CO. LIMITED

Canadian Factory of Standard Varnish Works.

TORONTO WINNIPEG

NEW YORK CHICAGO LONDON
BERLIN BRUSSELS MELBOURNE

Largest in the world and first to establish definite standards of quality.

1-44

TRADE MARK

MAGNOLIA ANTIFRICTION METAL

TRADE MARK

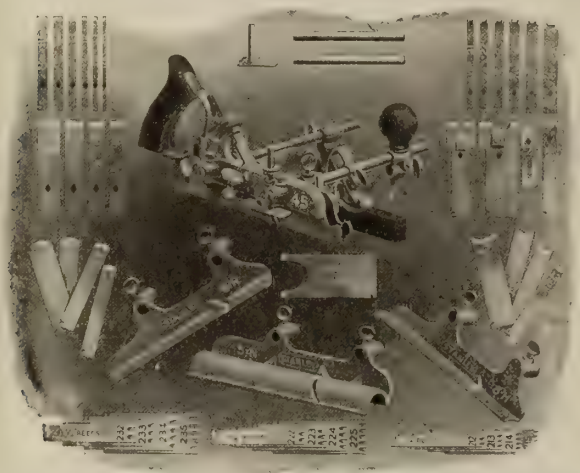
The Lowest Co-efficient Of Friction Of Any Known Metal

Which Means Less Wear, Less Fuel and Oil, Less Heating, Less Squashing, etc.

SOLD BY LEADING DEALERS EVERYWHERE OR BY

MAGNOLIA METAL CO.

Office and Factory:
225 ST. AMBROISE ST., MONTREAL



COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO

Stanley Tools

"45"

Seven Tools in One

1.—Beading and Centre Beading Plane. 2.—Rabbet and Filletster Plane. 3.—Dado Plane. 4.—Plow Plane. 5.—Matching Plane. 6.—Sash Plane. 7.—Superior Slitting Plane.

Extra cutters may be used to advantage by substituting specially formed detachable bottoms.
Carpenters will find this tool almost invaluable.
Send for catalogue giving complete description.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
New Britain, Conn. U.S.A.

EVERY TOOL GUARANTEED

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.
EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.



CONTEST



GOLD! SILVER! COPPER! BILLS!

FREE!!

A GLASS JAR FULL!

Everyone purchasing a quart of

SILKSTONE FLAT WALL COLORS

is entitled to a guess as to the amount in the jar, and a s many more guesses according to the amount purchased between September 1st and September 30th, fo ur guesses to a gallon, etc.

OPEN TO EVERYONE EXCEPT EMPLOYEES OF G. F. STEPHENS & CO., LIMITED

PROPOSITION TO DEALERS

We are putting on this contest in your interests. It will draw many people to your store to purchase Silkstone Flat Wall Colors. We are using space in N ewspapers, Magazines, Farm Journals, etc., calling attention to this contest and we will refer all replies to y ou. You will be supplied with coupons to give away with each purchase of Silkstone, and the purchaser ca n mail their guesses direct to us.

You will also be furnished with exact size phot os of this jar, particulars as to weight, etc., cards for your window and counter and other advertising matt er.

Everything which makes it easy for you to ha ndle the business will be done. Everything which will send the buyer to you will be done—Everything w hich will help you increase your paint sales and profits is being done.

STARTING SEPTEMBER 1st and ENDING SEPTEMBER 30th.

the contest should open your Fall Paint Trade with a r ush, should give you the chance to introduce yourselves as the paint people. Get in first and your oppo sition will never worry you.



A GUESS TO A QUART!!
FOUR TO A GALLON!!!

THE ORIGINAL SEALED PACKAGE TO THE WINNER—CHARGES PREPAID.





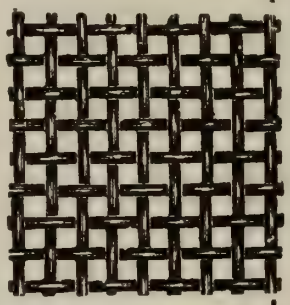
GOODS THAT LAST

WHEN YOU ARE IN THE MARKET FOR

Wire Cloth

Perforated Sheet Metals
General Wire and Iron Work

Consult us. We have goods that have a clean record, ensuring the buyer his money's worth and the dealer a good profit.



Do not hesitate about sending us your order or specify our goods when ordering through your Jobber.

Have you a copy of our new catalogue?

Canada Wire and Iron Goods Company
HAMILTON, ONT.

We Specialize in all kinds of Steel Cells, Steel Work, Etc., for Prisons, Jails and City Lockups.

Enthusiasm

To sell goods and make profit you must develop this quality. Home made goods always did make you feel that way. That is why so many hardwaremen throughout Western Canada are selling our

METAL CEILINGS, SHINGLES, SIDINGS AND CORRUGATED IRON

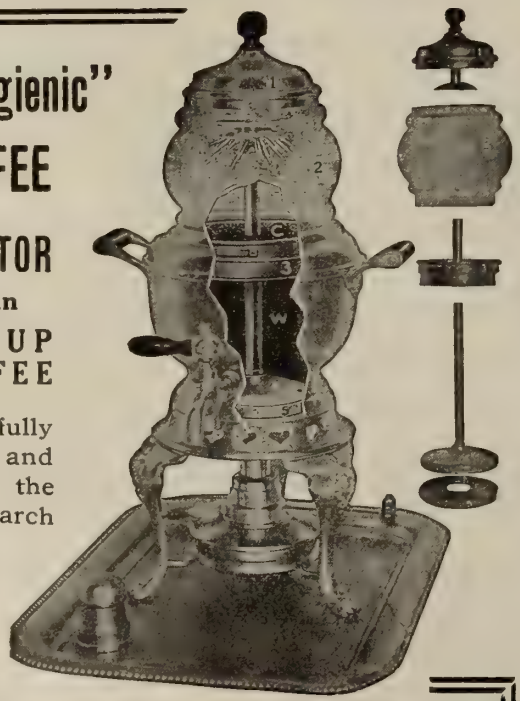
and making nice profits.
They have seen them made. They know they are right. They can get them in a hurry.
All these things will be at your service when you hook up with us.

WRITE TO-DAY.

Winnipeg Ceiling and Roofing Co.
P.O. Box 2186 H. Winnipeg, Man.

The "Hygienic" COFFEE PERCOLATOR

Makes an IDEAL CUP OF COFFEE



It is beautifully finished and fitted with the new Monarch regulating lamp.
The Hygienic has no near rival when it comes to point of adding pleasure and satisfaction to a home. Gift seekers buy it as the most appropriate and the most reliable gift.

Write for illustrated catalog.

The Buffalo Mfg. Co., Buffalo, N.Y.
Canadian Representatives:
H. F. McINTOSH & CO., 28 Toronto Street, Toronto

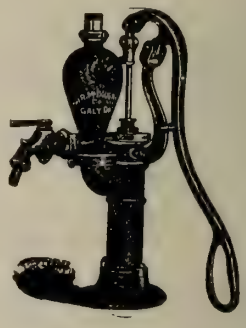
Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.

They are metal—hand fitted valve—air-tight—strong—lasting.

The big catalogue tells you exactly what the line is—get it for the asking.



Write

The R. McDougall Co., Limited
GALT, CANADA

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS
Ontario—Baines & Peckover, Toronto
Manitoba — Bissett & Loucks, Limited, Winnipeg

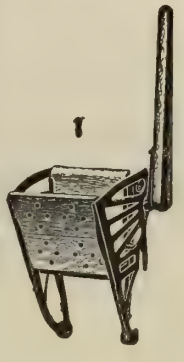
Reliable QUALITY

Look For This Trade Mark Then Buy The "White" Mop Wringer











WHITE MOP WRINGER CO.
FULTONVILLE, N.Y.

Thousands of Woodworkers Use Ford Auger Bits



and declare them to be superior to all others.

Many of these men have tested the FORD side by side with other bits, and, without exception, the FORD has proved faster, easier boring, more accurate and produced smoother work.

Furthermore, it showed greater power and strength under severe strain, for, when other bits snapped off, the FORD not only did the work perfectly, but it came through sound and unimpaired.

It's always the same RELIABLE FORD—never fails, always satisfies. Sold with a solid guarantee.

A Word to Dealers

If you're not handling FORD Bits, we urge you to write us for prices, terms, and name of your nearest jobber. You'll find FORD Bits easy to sell and profitable to handle—not only because of their superior working qualities, but because they give lasting satisfaction to the purchaser. Our free Catalogue "H" will be sent upon request.

FORD AUGER BIT CO.,
Holyoke, Mass.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY



OAKEY'S

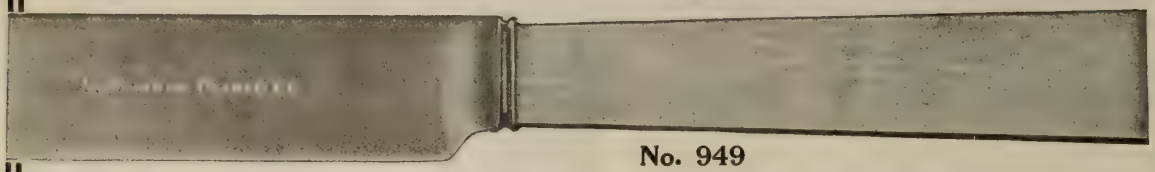
The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

High Grade Cutlery, Electro Plate and Solid Nickel Silver Hardware



No. 949

The Blade of our No. 949 Knife is made from a High Carbon Sheffield Steel, that is guaranteed to hold its edge. The Handle from the best English Grained Celluloid, and is warranted secure.

McGLASHAN, CLARKE CO., Ltd., - - Niagara Falls, Ont.

AGENTS;—J. Mackay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont. Benj. Rogers, Charlottetown, P.E.I.

Dealers! HERE'S YOUR CHANCE TO MAKE A SPLASH.



This Mantel or any of our "70" different designs, fitted with our Electric Grate requires no chimney, therefore anyone building a house can have a Mantel complete for less than the actual cost of a chimney.

Write for the "dope"—Your contractors will fall for it.
Don't forget—We have the best line of Gas and Coal Grates in the country.

The Barton Netting Co., Limited

38 Ouelette Avenue, Windsor, Ont.

Our Motto—"QUALITY"

"THERMO" The Washer

Easy to Sell

That makes the Washday Bright



Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial.

Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.

THE LONDON FOUNDRY CO., LTD., LONDON, CANADA

F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto; MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

A Common Sense Talk

AIR IS CHEAP. You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impuirty of the air breathed from day to day and night to night.

Crowded rooms, whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

House Building is a Science Nowadays and no Building is Complete Without one of our J. W. Harris Ventilators.

THE VENTILATOR ITSELF IS AN ORNAMENT and can be made to suit the character of the building, either as to size or as to quality of material.

Montreal, Dec. 4th, 1905.

Messrs. J. W. Harris Mfg. Co., Ltd.,
City

Dear Sirs,—

In answer to your letter of the 25th ult., I must say that I am very much satisfied with the results of the "ZEPHYR" Ventilators.

Yours truly,
W. CHAMPAGNE,
191 St. Paul St.



Dealers everywhere will find a double profit in handling this ventilator. Write direct for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal

WARE MFG. CO. LTD.
OAKVILLE
PURE ALUMINIUM WARE
"WILL OUTWEAR ANY WARE"

"OAKVILLE" PURE ALUMINIUM COOKING UTENSILS

Each article made from a single piece of Aluminium. No cracks or seams, will not scorch or burn. Heat passes through aluminium two or three times as fast as through tin or iron, cooking food more quickly. Highly polished finish, making excellent displays on shelves or windows. **Their fine appearance, backed by their finer quality, make them quick sellers.**

Our Guarantee—*If the goods are not satisfactory, return them at our expense and we will return your money, or credit your account.*

WRITE FOR TERMS AND FULL PARTICULARS. PROMPT SHIPMENT.

THE WARE MFG. CO., LIMITED, Offices: 220 King St. W., Toronto Factory at Oakville, Ont.



AN IMPROVED WAFFLE IRON

Aluminum or Iron Plates—High or Low Bases
Ball and Socket Joint—Enameled Wood Handles.

SALES ARE INCREASED

when Stover Irons are handled.
Send for circular showing where the Stover Iron is different from others and why they sell faster.
We also make a large line of dampers, clips, pokers, lifters, registers andirons, etc., that will interest you at this season of the year.

Stover Manufacturing. Co., 709 East Street, Freeport, Ill.





Hot-Twist "Hercules" Drills



"Hercules" High Speed Twist drills are made from High Percentage Vanadium High Speed Steel by the Twisted-While-Hot process.

The best steel coupled with the best process assure longer edge holding qualities and greater resistance to the strains of metals having different degrees of hardness.

The Taper shanks, usually one size larger than ordinary, prevent tang troubles and give a greater driving power because the drill fits into the chuck firmly and in the centre.

Your jobber will supply them or you can send order direct.

Trade W B Mark

Tools of Quality Bear These Marks

Trade W&B Mark

The Whitman & Barnes Mfg.Co.

AKRON, - - OHIO

Established 1854

St. Catharines, - Ontario

Stocks carried at Winnipeg and Montreal

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895

Special Grand Prize GOLD MEDAL Atlanta, 1895

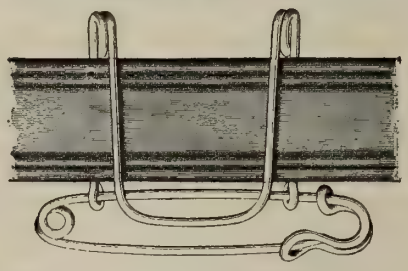
Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

ELY'S DANDY SUREHOLD BLANKET FASTENER







THEO. J. ELY MFG. CO.

ERIE, PA.

Sample pair sent on receipt of 10c. to cover postage

MAXWELL'S "FAVOURITE" CHURN

has been known and used for nearly twenty years, and has given such thorough satisfaction that more "Favourites" are sold annually in Canada, than all other makes combined.

Barrel is of best imported oak, finished in natural wood, with silver aluminum hoops, exceptionally large roller bearings, easy running and durable. The illustration shows the convenience of the combined hand and foot drive, and the lightness and strength of the angle iron frame. Made in either single or Bow lever style.



You are at a disadvantage if you do not sell Maxwell's Favourite

DAVID MAXWELL & SONS, ST. MARY'S, ONT.

McKinnon Electric-Welded Coil Chain



McKinnon Swell-Weld Coil Chain

25% More Weld = 25% More Strength = 25% More Wear

MADE IN CANADA

Perfect Stock + Perfect Welding = Perfect Product



See The Swell?

MADE BY

Sales Office: BUFFALO, N.Y.

McKINNON CHAIN COMPANY

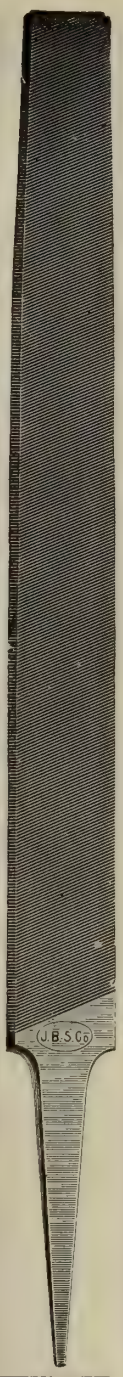
Factory: ST. CATHARINES, ONT.

WHAT FILES

are you handling? Are they perfectly satisfactory to your customers? If you would be absolutely certain about the quality of your file stock, make it a point to handle only Nicholson-Made Files. These are the favorite made-in-Canada Nicholson Brands:—



"American"
"Arcade"
"Great Western"
"Globe"
"Eagle"
"McClellan"
Kearney & Foot
"J. B. Smith"



Nicholson-Made Files are the standard of file quality the world over. Since 1864 we have specialized in the manufacture of high-grade files.

Our long experience, special machinery, special methods, specially trained men and specially made steel stand back of every dealer who sells Nicholson-Made Files.

Your Jobber sells them.

NICHOLSON FILE CO.

PORT HOPE - ONT.

THE CORONA ROASTER

YEILDS A GOOD PROFIT



Housewives appreciate this roaster because it is as easily kept clean as a dinner plate. The hard, glossy enamel cannot crack or chip off. Can be used for roasting any kind of meats, and is fully adapted to meet the requirements of a perfect roaster. The double air jacket is all made of the one piece of steel.

WE HELP YOU MAKE SALES

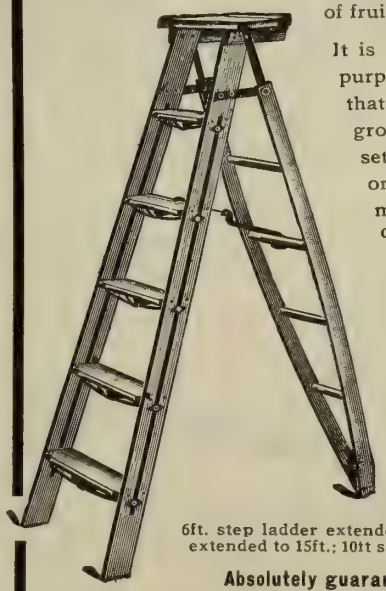
by supplying advertising matter.
DON'T MISS A CHANCE TO PROCURE THIS IDEAL TRADE WINNER. Let us send you a trial order. Full directions accompany each roaster.
We manufacture a big line of well-known Enameled and steel ware in "Corona" and "White Star" and other Brands.

THE ENTERPRISE ENAMEL CO., Bellaire, Ohio.

Prepare for the Apple-Picking Season

THE PERFECT FRUIT STEP LADDER

This ladder has met with marked approval of Fruit Growers throughout the country, having been found to be the most perfect and convenient ladder ever devised for the purpose of fruit gathering.



It is also an excellent general-purpose ladder, for the reason that it can be used on uneven ground without danger of upsetting. The pointed portion or legs can be turned up, making a long, single ladder, which readily rests in the branches of the trees, making easy the gathering of fruit.

The legs are connected by means of points as in a straight ladder, so that when required two persons can use it at the same time.

Made in the following lengths:—

6ft. step ladder extended to 11ft.; 8ft. step ladder extended to 15ft.; 10ft step ladder extended to 19ft.

Absolutely guaranteed. Write to-day.

The Stratford Mfg. Co., Limited

Stratford Ontario Canada

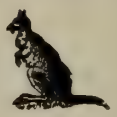
SIMONDS HACK SAW BLADES

"Pronounced Si-monds"

FOR HAND OR POWER MACHINE USE



"Kangaroo" Brand



TRADE MARK

Yes, my boy, glad to see you!

I have used and sold Sorby's Kangaroo brand tools for 35 years.

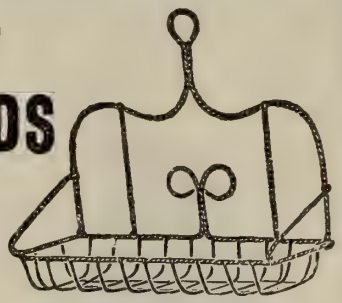
This is the style of welcome given to our representative from St. John to Victoria.

Robert Sorby & Sons, Ltd.
Sheffield

Canadian Representative:
Geo. H. Saywell, 61-3 Albert St., Winnipeg

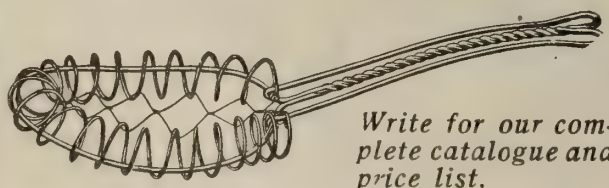
Local Agents at
Toronto, Calgary, Vancouver and Saskatoon.

There's a Good Profit in Selling Our WIRE GOODS



Your Notion Counter is incomplete without our line of wire goods. In the manufacturing process we use only the best material and employ men who are experts in wire work.

The price is so low that every person can afford to pay it.



Write for our complete catalogue and price list.

Andrews Wire Works of Canada, Ltd.
Watford, Ont. -:- Rockford, Ill.

THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout
Six-Inch Stroke



This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

WRITE FOR OUR BIG FREE CATALOGUE.

The Aylmer Pump & Scale Co., Limited
AYLMER, ONTARIO

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality

TRADE 

MARK

The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY

HAMILTON, - ONTARIO

PIONEERS IN THE PACKING BUSINESS

Zinc Sheets

M. & L. Samuel, Benjamin & Co.

CORNER KING STREET AND SPADINA AVENUE

Toronto

The World's Largest

PURE LAMP BLACK

Manufacturers



We manufacture all the standard grades of Pure Lamp Black and stand back of it with a WRITTEN GUARANTEE

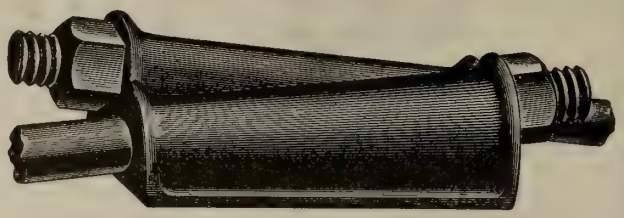
Write for samples and prices to-day.

WILCKES MARTIN WILCKES CO.

New York, N. Y. U.S.A.

Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.

TANK LUGS



For Round Rods, also Flat Bands on Silos, Tanks, Penstocks, etc. **Malleable Iron,** best quality, all sizes.

OTTERVILLE MANUFACTURING CO., LIMITED

OTTERVILLE, ONTARIO



No. 600 A A
Wide Mouth

MAPLE CITY OILERS

We manufacture the most complete line of oilers made in America, including Pump, Engineers', Machinists', Mowing Machine and Railroad Oilers, Tallow Pots, Engineer Sets, Torches, Lamps, etc.

MAPLE CITY MFG. CO.

MONMOUTH, ILLINOIS, U.S.A.

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

Canada Foundry Company

LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO	VANCOUVER
OTTAWA	CANADA	ROSSLAND

BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER, METAL SPINNINGS

150,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.

HAMILTON, ONT.

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade

REGISTERED TRADE MARK

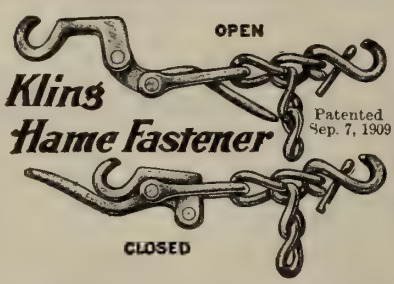
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

LET CUSTOMERS TRY IT 30 DAYS



They are bound to keep this fastener because it is better than words can tell; but if, by chance, one should not give satisfaction, take it back. We'll see that you don't lose. The Kling works easily and instantly. Always exerts the same pressure. Lasts longer than the harness. Retails for 25c. Gives you 50 per cent. profit. Order a dozen from your jobber. $2.00. Name "Kling" on the handle. Descriptive circular on request.

The National Safety Snap Co., Incorporated, Dept. 33, Wilmington, O., U.S.A.

D. C. Ross & Co., 56 Colborne St., Toronto, Ont.

Canadian Distributing Agents

LOOK AT THIS CAN OPENER

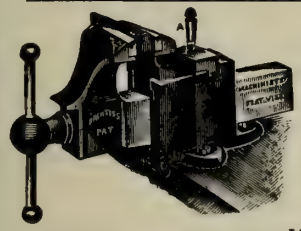
Strongly made from the best materials.



The very latest pattern and very easy to sell.

SMITH HARDWARE CO., Limited 240 LEMOINE STREET MONTREAL

Do Not Be Misled by Inferior Imitations.



There is but one

PRENTISS VISE

Made by

Prentiss Vise Company

Hardware Building, 106-110 Lafayette St., Cor. Walker St., NEW YORK

Sole Agents for Canada: A. Macfarlane & Co., Coristine Bldg., Montreal.
Sole Agents for Great Britain: Chas. Neat & Co., 112 Queen Victoria St., London, E. C.

SCREW AND STRAP HINGES

for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread. Get our prices.

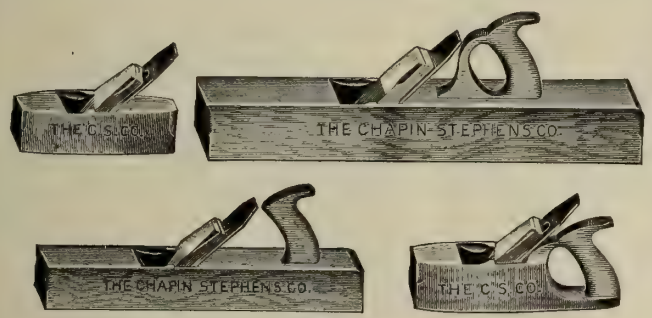
NUTS

We can ship immediately from stock, Square and Hexagon Sizes for bolts up to 1 1-2 inches thick.

Send us your orders



LONDON, CANADA

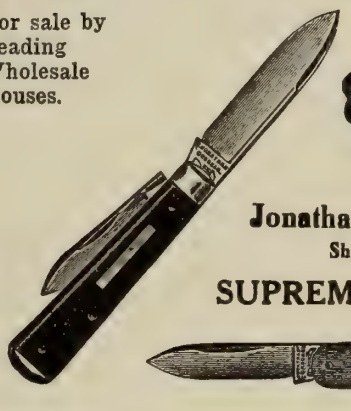


All kinds of WOOD **Planes**

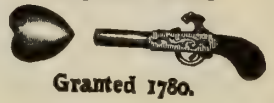
THE CHAPIN-STEPHENS CO., UNION FACTORY

PINE MEADOW, CONN., U.S A.

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

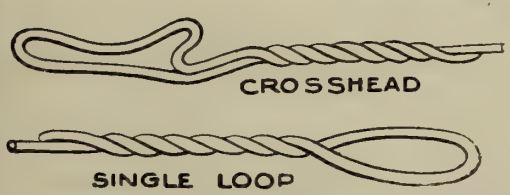
Jonathan Crookes & Son

Sheffield, England

SUPREME CUTLERY



WIRE BALE TIES



Our wire, for baling hay, is made from the finest quality Bessemer Rods, and is 10 per cent. stronger than any other baling wire.

This is the line that brings the dealer clean, satisfactory profits with every sale, as it is not the come-back kind.

Get our prices and send us a trial order—we guarantee to satisfy.

We also recommend our WIRE NAILS and STAPLES as inferior to none.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufactures to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto

BABBITT METAL.

SPOONER'S No Hot Boxes
NON-FERROUS ANTI-FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET, - QUEBEC

CHAPLETS.



ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

CLIPPERS.



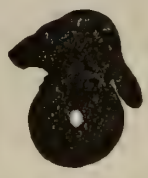
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, NH, US
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

COAT HOOKS.

Ask your Jobber for
GOLD COIN WIRE HAT and COAT HOOKS
Made by
JAMES & REID
Perth, Ont.



EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver
Oil Stones.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.
WRITE FOR SAMPLES AND PRICES
Raymond Bros., London, Ont.

IRON.

PIG IRON
STEEL PLATES, BARS and ANGLES
BAR IRON
David C. Mitchell & Co.
118 Queen St. - Glasgow, Scotland

MANUFACTURERS' AGENT.

Western Distributors, Limited

CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
St. Nicholas Bldg., Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates,

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution

HINGES.



ATLAS STRAP HINGE

Guaranteed stronger than any other strap hinge made from basic wire of the best quality. Japan finish. Large profit for you.
Write for Samples and Prices.
Atlas Mfg. Co., 121 Water St., New Haven, Conn.

Malleable Iron Castings

Try us for your next
Silo Blocks

Manufactured by

P. KYLE

MERRICKVILLE, ONT.

Send For Our New Catalog
Most complete line of
SCREW DRIVERS AND SMALL TOOLS
PIONEER TOOLS
The Southington Mfg. Co., - Southington, Conn.

TOOL HOLDERS
ARMSTRONG CUTTING-OFF TOOLS are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shapes. 7 sizes each. Write for Catalogue
Armstrong Bros. Tool Co. 106 N. Francisco Ave. CHICAGO, U.S.A.

CARRIAGE SPRINGS & AXLES
ANCHOR BRAND
GUELPH AXLE WORKS
THE GUELPH SPRING & AXLE CO. LIMITED
GUELPH, ONT.

J. A. HENCKELS TWINWORKS CUTLERY
Pocket Knives, Scissors, Razors, Butchers' and Cooks' Knives, etc.
SOLE AGENTS F.W. Lamplough & Co., 9 DeBresoles St. MONTREAL

The INFALLIBLE GLAZIER'S DIAMOND
Just the Tool for Inexperienced Glass Cutters
Made by
A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

Sharratt & Newth's Glaziers' Diamonds
are unequalled for cutting and wearing qualities.
To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK For Fastening Wooden Pickets on Wire Fences
FENCE HOOK
WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.
The Western Wire and Nail Co., Limited, - London, Ont.

SEYMOUR'S SHEARS
FULLY WARRANTED
1830 STANDARD FOR NEARLY A CENTURY
Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York

"ACME" are the strongest and sharpest low-priced Shears and Scissors on the market.
Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why are 30,000 pairs of Acme Shears sold daily to-day?
Because "Acme" on a shear or scissor spells satisfaction to the customer at a low price and a handsome profit to the dealer with greatly increased sales.
Special Representatives, Wiebusch & Hilger, Ltd., New York City.
MR. DEALER: Write your jobber to-day for prices on the "Acme" line, supplement your high-priced shears with "Acme" shears and scissors and watch the gratifying results.
Jobbers should write for our W-2 Catalogue, illustrating the most complete line of shears and scissors manufactured.
The No. 701 Oval Steel Screw Straight Trimmer is one of our newest patterns.
THE ACME SHEAR CO., (125-195 Knowlton St.,) BRIDGEPORT, CONN., U.S.A.

Pease Economy Furnaces
WRITE FOR CATALOGUE AND PRICES
PEASE WALDON CO., LIMITED WINNIPEG . PEASE FOUNDRY COMPANY LIMITED TORONTO . PEASE PACIFIC FOUNDRY LIMITED VANCOUVER

"DO IT NOW"

The demand will soon start for Fall goods, get "ATLAS" BRAND this time.

EMERY CLOTH
SAND PAPER
GARNET PAPER
EMERY

IN TEN POUND PACKAGES "THAT DON'T LEAK."

AT ALL JOBBERS

The London Emery Works Co.
LONDON, ENG.

Canadian Representative:-
W. FRANK MURPHY
55 St. Francois Xavier St. - Montreal, Can.

Glass and Emery Paper and Cloth

For nearly 100 years the products of

Peter Orr & Sons
280 Cathedral St.
GLASGOW

have been used in all parts of the world. They are famed for their excellence and hard wearing qualities.

You will find Orr's Glass and Emery Cloths and Papers a good line to stock.

Samples and prices from

Agents—
George Peatt & Co.
Box 1651, Winnipeg, Man.

PRICES QUOTED IN DOLLARS & CENTS.

Why not make 1912 the most profitable saw year in your history?



ATKINS STERLING SAWS

MADE IN CANADA

THEY are Quality Saws. They appeal to the best mechanics and are backed up by an aggressive advertising campaign that pays. Write us for full information. It will cost nothing to at least investigate the merits of this important line. Address

E. C. ATKINS & CO.,

MAKERS OF STERLING SAWS
HAMILTON, ONTARIO

Vancouver Branch, 109 Powell St.
U.S. Factory, Indianapolis, Ind.

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

F. E. MYERS & BRO.
ASHLAND, OHIO

PUMPS OF ALL KINDS
HAY UNLOADING TOOLS
BARN DOOR HANGERS
guaranteed by our reputation for fair dealing.
The name means "QUALITY"
LOOK FOR THE NAME MYERS

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

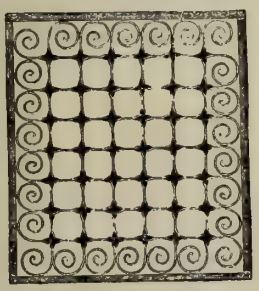
A. B. JARDINE & CO.
HESPELER - - - ONTARIO

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet Brand"

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers
W. Gilbertson & Co., Limited
Sole Canadian Sales Agent
ALEXANDER GIBB
St. Nicholas Bldg. - Montreal



METAL GRILLS WICKETS and RAILINGS

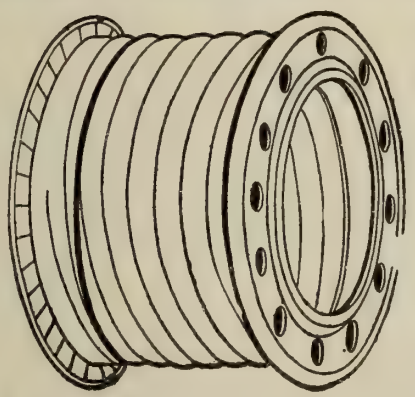
in Iron, Brass and Bronze

Suitable for all requirements.

Send for Catalogue.

Dennis Wire and Iron Works Co.,
Limited
London, Ontario

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

FOR SALE BY JOBBERS OR BY THE MANUFACTURERS.

Don't Fail To See

The Exhibit and Practical Demonstration of—

Ermaline Cooking Bags

IN THE GAS BUILDING AT—

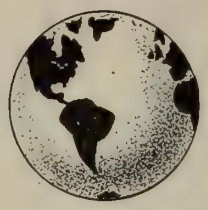
Toronto Exhibition

Aug. 24th. To Sept. 7th.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

Making a Flat World Round



When Columbus set out to reach India by sailing west-ward, he met with opposition and ridicule. He believed the earth to be round.

Wise men held that it was flat—that Columbus was mad—and that he'd fall off somewhere if he departed from established beliefs.

But Columbus' belief found him a continent and made him blessed of memory.

The Business World is flat to some men. Their profit-bearing shores of Opportunity stretch only so far as their grandfathers trod. Custom, superstition and apathy have set them confines which they may not pass.

For instance, they believe the business year is a flat one—not an all-year round of trade, with East joining West, with Spring merging into Autumn—but just two distinct seasons, with sawed-off edges gaping into space.

They confine their activities to a Spring trade and to a Fall trade. To them there is no intervening continent with stores of waiting wealth. Their world is flat. They have not explored the mid-year months of Summer trade. June, July and August are never-never land.

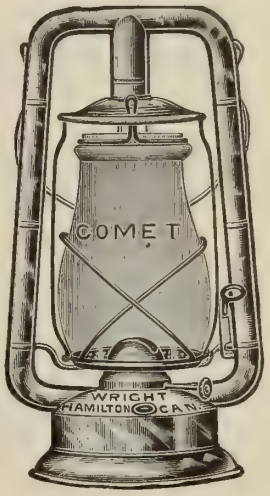
Surely this conception of Summer as a "dull" season is as fallacious as the delusion that the earth was flat. People have just as much money in the hot weather and spend quite as freely as in Spring and Fall. Granted that they are not buying skates and snow shovels in August, yet they are buying staple articles. Furthermore, they have an eye on luxuries and comforts they are counting upon purchasing in the Fall.

The modern Columbus has discovered this Summer Trade—this golden West lying between the known continents of old beliefs. Departing from established habit, many have made their energies and their Advertising an all-year-round proposition.

Keeping up Advertising during the Summer months not only links your Spring and Fall, but produces rich harvests from the Summer months themselves.

Advice regarding your advertising problems is available through any recognized Canadian advertising agency, or the Secretary of the Canadian Press Association, Room 503, Lumsden Building, Toronto. Enquiry involves no obligation on your part—so write, if interested.

THE "COMET"
Hot Blast Tubular Lantern



Have you seen it? No other lantern at the price can equal it in quality. And it is NEW—never been sold before—a specialty for the fall of 1912. Takes "A" Burner and "A" Wick.

The lantern season is here. Order now. "COMETS" are made in Bright Tin (1 doz. in carton), Japanned Tin, Japanned with Dash Attachments, (½ doz. in carton), and in Brass Polished and Brass Nickel-Plated (1 each in carton).

Your lantern stock will not be complete without some "Comets."

E. T. Wright & Co. : Hamilton, Canada
(H. G. WRIGHT)

CANADIAN TUBE & IRON CO., LIMITED
Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR JOBBER FOR

TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

Also NIPPLES
Black and Galvanized
All Sizes.

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL, Works: Lachine Canal

MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF."

Shurly-Dietrich Co., Limited
GALT, ONTARIO and VANCOUVER, B.C.

Books for the Metal Workers

Any of the following books sent prepaid on receipt of price

WRITE FOR CATALOGUE

THE NEW METAL WORKER PATTERN BOOK.
A treatise on pattern cutting as applied to all branches of sheet metal work. By George W. Kittredge. 430 pages; 744 illustrations; size 10 x 13 inches. Cloth bound. **Price $5.00.**

ART OF COPPERSMITHING.
A practical treatise on working sheet copper into all forms. By John Fuller, Sr. 327 pages; 474 engravings; size 10 x 6½ in. Cloth bound. **Price $3.00.**

SHEET METAL WORK.
A manual of practical self-instruction in the art of pattern drafting and construction work in light and heavy-gauge metal, including sky-lights and roofing, cornice work, etc. By Wm. Neubecker. 267 pages; 358 illustrations; 6½ x 9¼ inches. Half-Morocco binding. **Price $3.00.**

A PRACTICAL WORKSHOP COMPANION.
For tin, sheet iron and copper plate workers. By LeRoy J. Blinn. 296 pages; 170 figures. Size 5 x 7¼ inches. **Price $2.50.**

SHEET METAL WORKERS' INSTRUCTION.
By Joseph H. Rose. 300 pages. Profusely illustrated. **Price $2.00.**

THE ROOFING, CORNICE & SKYLIGHT MANUAL.
175 pages; 170 illustrations and 13 plates; size, 6 x 9¼ inches. Cloth bound. **Price $1.50.**

BAUGHMAN'S BUYER & SELLER COST TABLES.
A cost book for everybody having cost to figure by the piece, pound, foot or ton, from 2½c per hundred to $ 0 a hundred. Leather bound. **Price $1.50.**

TINSMITHS' HELPER & PATTERN BOOK.
With useful rules, diagrams and tables. By H. K. Vosburgh. A new revised edition; 120 pages; 53 figures; size 4½ x 6¾ inches. Cloth bound. **Price $1.00.**

TWENTIETH CENTURY SHEET METAL WORKER.
By H. E. Osborne. Gives short, concise explanations which should be easily understood by the young apprentice, and are sufficiently scientific for the practical use of the journeyman. 86 pages; size 5½ x 7¾; illustrated. Cloth bound; **Price $1.00.** Paper Cover; **Price 60c.**

PRACTICAL METAL PLATE WORK.
By Paul N. Hasluck. 247 illustrations; 160 pages. **Price 75c.**

TREATISE ON THE GEOMETRICAL DEVELOPMENT OF ROUND AND OVAL CONES.
With easy examples of their application. For the use of beginners and practical sheet-iron and tin-plate workers. By John Fuller, Sr. 52 pages; 37 figures; size 4½ x 6¾ inches. Cloth bound. **Price 75c.**

MENSURATION FOR SHEET METAL WORKERS.
As applied in working ordinary problems in shop practice. By W. Neubecker. 51 pages; 70 figures; 5½ x 7¾ inches. Cloth bound. **Price 50c.**

TABLES GIVING THE LENGTH OF BARS FOR SKY-LIGHTS, AND RAFTERS FOR ROOFS.
84 pages; bond paper; handy pocket size. Cloth bound. **Price 50c.**

THE METAL WORKER SHOP CARDS.
Made of Manila Board; 11 x 14 inches; eyeletted for hanging up in the shop. No. 1.—Table of the quantity of tin required for roofs. No. 2.—Table of the diameters, areas and circumferences of circles. Price 25 cents each.

EASY LESSONS IN ROOF MEASUREMENTS.
By W. Neubecker. Twelve lessons on figuring the amount of material required to cover a given surface in flat, hipped or irregular shaped roofs. 31 pages, 5½ x 8 inches; 12 illustrations. Paper cover. **Price 25c.**

HOUSE CHIMNEYS.
A series of articles on chimney troubles and their remedies. 62 pages; 5½ x 8inches; 40 illustrations. Paper cover. **Price 25c.**

MACLEAN PUBLISHING COMPANY

TECHNICAL BOOK DEPARTMENT

143-149 University Avenue - - - TORONTO, ONT.

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Acme Shear Co. 78
American Shearer Co. 78
Armstrong Bros. Tool Co. 79
American Wringer Co. 12
Andrews Wire Wks. 74
Angle Mfg. Co. 8
Atkins & Co., E. C. 80
Atlas Mfg. Co. 78
Aylmer Pump & Scale Co. 74

Barnett, G. & H. 72
Barker, D. J., & Son 16
Barton Netting Co. 70
Bosse & Banks 78
Bowser, S. F., & Co., Ltd. 53
Brandram-Henderson, Ltd. 51
Buck Stove Co., Wm. 16
Buffalo Mfg. Co. 68
Burgess Norton Co. 23
Burmans Clippers 60
Burrow Stewart & Milne 22

Cameron & Campbell 62
Canada Foundry Co. 76
Canada Metal Co. 11
Canada Paint Co. 61
Canada Steel Goods Co. 8
Canada Wire & Iron Goods Mfg. Co. 68
Canadian Carbon Co. 26
Canadian Copper Co. 69
Can. Fairbanks-Morse Co., Ltd. 2
Canadian Ferrosteel Co. 27
Canadian Hart Wheels 78
Canadian Tube & Iron Co. 83
Can. Heating & Ventilating Co.... 18
Canadian Rope Buckle Co..... 66
Caverhill, Learmont & Co. 29
Carborundum Co., The 1
Cartland & Son, Jas. 64
Chapin, Stevens Co. 77
Cheney & Sons, S. 78
Chesterman, Jas., & Co. 85
Chicago Spring Butt Co. ..... Inside back cover
Clare Bros. & Co. 13
Connor, J. H., & Son 23
Crookes, Jonathan, & Son 77
Cummer-Dowswell, Ltd. 21

Davidson, Thos., Mfg. Co. 24
Dennis Wire & Iron Co. 81
Disston, Henry, & Sons 26
Directory of Manufacturers 78 9
Dominion Cartridge Co. 30
Dorken Bros. 28
Dougall Varnish Co. 63

Ely Mfg. Co., Theo. J. 72
Enterprise Enamel Co. 67
Enterprise Mfg. Co. 9
Erie Iron Works 12

Ford Auger Bit Co. 69
Fox Supply Co. 27

Garlock Packing Co. 75
Gibb, Alexander 81
Gilbertson & Co., W. 78
Gloekler, Bernard 25
Goodell-Pratt Co. 5
Greener, W. W. 11
Greening, B., Wire Co. 20
Greef, Bredt & Co. 62
Guelph Spring & Axle Co. 79
Gutta Percha & Rubber Mfg. Co., Inside back cover
Gurney Foundry Co. 4

Hall Zryd Fdry. Co. 15
Hamilton & Son, C. J. 27
Hamilton Stamp & Stencil Wks... 78
Harris, J. W., Co. 70
Heinisch, R., Sons Co. 55
Henderson & Richardson 64
Howland, H. S., Sons & Co..... 7
Hutton, Jas., & Co. 76

Imperial Varnish & Color Co..... 49
International Varnish Co. 65

James & Reid 78
Jamieson & Co., Ltd., R. C..... 57
Jardine, A. B., & Co. 81

Kyle, P. 78

Laidlaw Bale Tie Co. 77
Lamplough, F. W. 79
Leslie & Co., A. C. ..... Outside front cover
Lewis Bros., Ltd. 3
Lloyd, Ed. 81
London Bolt & Hinge Works..... 77
London Emery Works 80
London Foundry Co. 70
London Rolling Mill Co. 69
Lowe Bros., Ltd. 49
Lufkin Rule Co. ....Inside back cover

McArthur, Alex., & Co. 55
McAvity & Sons, T. 55
McClary Mfg. Co. 14 17
McDougall, R., Co. 68
McGlashan-Clarke Co., Ltd. 70
McKinnon Chain Co. 72

Magnolia Metal Co. 66
Maple City Mfg. Co. 76
Martin, The L., Co. 25
Martin-Senour Co. 63
Maxwell D., & Sons 72
Metal Shingle & Siding Co. 21 81
Millers Falls Co. 73
Mitchell & Co., David 78
Montreal Hdwe. Mfg. Co. 22
Moore & Co., Benjamin 57
Morris & Bailey Steel Co. 66
Morrison Brass Mfg. Co., Jas..... 28
Myers & Bro., F. E. 81

National Acme Mfg. Co. 20
National Cash Register Co. 10
National Hardware Co. 24
National Safety Snap Co. 76
Newman, W., & Sons 78
Nicholson File Co. 73
North Bros. Mfg. Co. 1
Nova Scotia Steel & Coal Co..... 81

Oakey, John, & Son 69
Ohio Foundry Co. 64
Orr & Sons, Peter 80
Ontario Lantern & Lamp Co., Ltd. 65
Otterville Mfg. Co. 76

Parmenter Bullock Co., The 78
Pease Fdry. Co. 79
Peterborough Lock Co. 62
Pittsburg Lamp, Brass & Glass Co., The 8
Prentiss Vise Co. 77
Pinchin-Johnson & Co., Ltd..... 53
Pink, Thos. 19

Ramsay, A., & Sons Co..... 60
Raymond Bros. 78
Richards Wilcox Mfg. Co. 25
Robertson Mfg. Co., Ltd., P. L... 88
Ross Rifle Co. 88

Samuel, M. & L., Benjamin & Co. 75
Seymour, Henry T., Shear Co..... 79
Sharratt & Newth 79
Shaw, A., & Son 79
Sheet Metal Products Co. 2
Shurly-Dietrich Co., Ltd. 83
Simonds Canada Saw Co. 74
Smith Hardware Co. 77
Sorby & Sons, Robt. 74
Southington Mfg. Co. 79
Spooner, Alonzo W., Ltd. 78
Standard Paint & Varnish Co..... 59
Standard Chain Co. 66
Standard Rule & Level Co. 66
Steel Co. of Canada, Ltd..... 6
Stephens, G. F., & Co. 67
Stover Mfg. Co. 71
Still, J. H. .....Inside back cover
Stratford Mfg. Co. 73

Tallman Brass & Metal Co. 76
Thompson, B. & S. H. 26
Toledo Cooker Co. 18
Toronto Plate Glass Importing Co. 55
Townsend & Co., S. P. 27

Utica Drop Forge Co. 77

Walker Bin & Ctore Fixture Co... 5
Want Ads. 58
Ware Mfg. Co. 71
Western Distributors, Ltd. 78
Western Wire & Nail Co. 79
Western Clock Co..Inside front cover
Wheeler & Bain 27
White Mop Wringer Co. 69
Whitman & Barnes Mfg. Co. 71
Wilckes-Martin-Wilckes Co. 76
Winnipeg Ceiling & Roofing Co..... 68
Winnipeg Paint & Glass Co., Ltd. 59
Wright, E. T., & Co. 83

Improved Patent Flush Handle

CHESTERMAN'S

TRADE MARKS

J C

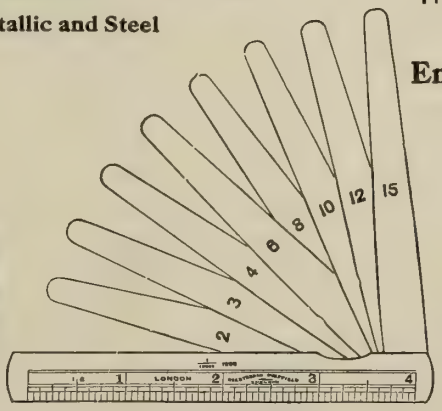
CONSTANTIA J C

MEASURING TAPES

Linen, Metallic and Steel

TREBLE





Steel Feeler Gauge

Engineers' Small Tools



Steel Rules, Gauges, etc.

For Prices, Catalogues, etc., apply to

F. H. SCOTT, 133 Coristine Bldg., Montreal

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a Want Ad. in this paper.

CLASSIFIED LIST OF ADVERTISEMENTS

Abrasive Wheels
London Emery Works, London, Eng.
Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Wheels, Hamilton.

Aluminum Ware
Hero Mfg. Co., Philadelphia.
Northern Aluminum Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
Ware Mfg. Co., Toronto.
Wondershine Limited, Toronto.

Ammunition
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York.

Animal Traps
Oneida Community Ltd., Oneida, N.Y.

Anchors
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.

Auger Bits
Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.
Tobin Arms Mfg. Co., Woodstock.

Babbitt Metal
Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
Tallman Brass & Metal Co., Hamilton.

Bar Iron
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.

Bale-Ties
Laidlaw Bale-Tie Co., Hamilton, Ont.

Bar Urns
Buffalo Mfg. Co., Buffalo. N. Y.

Bath Room Fittings
Buffalo Mfg. Co., Buffalo, N.Y.
S. Sternau & Co., Brooklyn, N.Y.

Belting
Dominion Belting Co., Ltd., Hamilton
Sadler & Haworth, Montreal.

Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Co., Toronto.

Bird Cages
E. T. Wright & Co., Hamilton.

Binder Twine
Plymouth Cordage Co., N. Plymouth, Mass.

Bolts and Nuts
London Bolt and Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.
National Acme Mfg. Co., Montreal.

Boilers and Radiators
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.

Bolts—Expansion
Star Expansion Bolt Co., New York.

Brackets Shelf
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
Stanley Works, New Britain, Conn.

Brass Goods.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton
Stover Mfg. Co., Freeport, Ill.

Brass, Sheets, Tubes and Rods.
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton

Brushes.
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.

Bridle Rings—Galvanized, Brass and Plain.
Star Expansion Bolt Co., New York.

Builders' Tools and Supplies.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lufkin Rule Co., Saginaw, Mich.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., N. Britain

Builders' Hardware.
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough.

Butts.
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain, C.

Cans
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., Toronto.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

Carriers, Cash and Parcel
Hamilton Brass Mfg. Co., Hamilton.

Carpet Sweepers
Bissell Carpet Sweeper Company, Grand Rapids, Mich.

Carriage Heaters
Chicago Flexible Shaft Co., Chicago.

Carriage Springs and Axles
Guelph Spring and Axle Co., Guelph.

Cartridges
Dominion Cartridge Co., Montreal.

Cash Registers
National Cash Register Co., Toronto.

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Cement
Canada Cement Co., Montreal, P.Q.
Alf. Rogers, Ltd., Toronto.
B. & S. H. Thompson & Co., Montreal

Churns
Connor, J. H., & Sons, Ottawa, Ont.
Cummer--Dowswell Ltd., Hamilton, Ont
Maxwell, David, & Sons, St. Mary's, Ont

Chafing Dishes
Buffalo Mfg. Co., Buffalo.
S. Sternau & Co., Brooklyn, N.Y.

Chaplets
S. Cheney & Son, Manlius, N.Y.

Chicken Coops.
Triangle Mfg. Co., Freeport, Ill.

Clippers—All Kinds
American Shearer Mfg. Co., Nashua, NH
Chicago Flexible Shaft Co., Chicago.
Coates Clipper Mfg. Co., Worcester, Mass.

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines
Cummer--Dowswell Ltd., Hamilton, Ont
Hamilton Cotton Co., Hamilton.

Clothes Wringers
Cummer--Dowswell Ltd., Hamilton, Ont
American Wringer Co., New York City
Lovell Mfg. Co., Erie, Pa.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Cordage
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Cow Ties
Greening, B., Wire Co., Hamilton.
McKinnon Dash and Metal Co., St. Catharines.
Oneida Community, Ltd., Niagara Falls

Cuspidors
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co., Montreal
Crookes, Jonathan & Son.
Dorken Bros. & Co., Montreal.
Greeff, Bredt Co., Toronto.
Henderson & Richardson, Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S., Sons & Co., Toronto
Hutton, Jas., & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.

Door Bolts.
Montreal Hdwe. Mfg. Co., Montreal,

Door Checks.
Wm. Keating, Toronto.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.

Door Hangers.
F. E. Myers & Bro., Ashland, O.
Richard Wilcox Mfg. Co., Aurora, Ill.

Door Springs.
Stover Mfg. Co., Freeport, Ill.

Drawer Pulls.
P. & F. Corbin, New Britain, C.
Stover Mfg. Co., Freeport, Ill.

Drills, Brick and Stone.
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.

Drills—High Speed
Alexander Gibb, Montreal.

Drinking Cups
Hero Mfg. Co., Philadelphia.

Dry Batteries
Canadian Carbon Co., Winnipeg.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.

Emery or Corundum Wheels
The Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Wheels Limited, Hamilton, Ont.
London Emery Works, London, Eng.

Electric Fixtures
The Barton-Netting Co., Ltd, Windsor Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Emery Cloth
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Emery Wheels.
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Enameled Ware
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
McClary's, London, Ont.

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Fencing—Woven Wire
The Steel Co. of Canada, Ltd., Hamilton.
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor, Banwell & Co., Walkerville.

Files and Rasps
Barnett Co., G. & H., Philadelphia, Pa
Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.

Firearms and Ammunition
Harrington & Richardson Sons Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
Tobin Arms Mfg. Co., Woodstock.

Fire Escapes
Canada Foundry Co., Ltd., Toronto.
Dennis Wire & Iron Co., London.

Fire Grates.
Ohio Foundry & Mfg. Co., Steubenville, O.

Fine Irons
Stover Mfg. Co., Freeport, Ill.

Fire Place Furnishings
The Barton-Netting Co., Ltd., Windsor, Ont.

Flint Paper
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Food Choppers
Enterprise Mfg. Co., Philadelphia.
D. Maxwell & Sons, St. Mary's.

Foot Warmers
Chicago Flexible Shaft Co., Chicago.

Forgings
Steel Co. of Canada, Limited, Hamilton.

Furnaces, see Stoves

Galvanizing
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd, Hamilton.

Galvanized Iron
W. Gilbertson & Co., Ltd., Alex. Gibb, Montreal, Agent.
Henderson & Richardson, Montreal.
John Lysaght, Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.

Gas Fixtures
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto

Glass
Hobbs Mfg. Co., London.
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg
Consolidated Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
B. & S. H. Thompson & Co., Montreal.

Glass, Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.

Glass Paper
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Glass, Wired
Hobbs Mfg. Co., London.
Toronto Plate Glass Imp. Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto

Glaziers' Diamonds
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.

Glue
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.

Grinding Machinery.
London Emery Works, London, Eng.

Grindstones
Richards-Wilcox Mfg. Co., Aurora, Ill.
American Grinder Mfg. Co., Milwaukee.

Guns
Harrington & Richardson Arms Co. Worchester, Mass.
Tobin Arms Mfg. Co., Woodstock, Ont.
C. J. Hamilton & Son, Plymouth, Mich.

Hammers
Stover Mfg. Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles
Still, J. H., Mfg. Co., St. Thomas.
W. C. Crawford Co., Tilbury.

Hardware, Metal Window.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.

Hay Unloading Tools
F. E. Myers & Bro., Ashland, Ohio.

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananoque.
Montreal Hardware Co., Montreal.
The Stanley Works, New Britain, Conn.

Hinges, Spring
Chicago Spring Butt Co., Chicago.
Standard Mfg. Co., Shelby, Ohio.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
St. Marys Wood Specialty Co., St. Marys.

Hooks
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Stover Mfg. Co., Freeport, Ill.

Hoop Iron
The Steel Co. of Canada, Ltd., Hamilton.

Hoops—Steel and Wire
Laidlaw Bale-Tie Co., Hamilton, Ont.

Horseshoes and Nails
Steel Co. of Canada, Ltd., Hamilton

Ice Cream Freezers
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg

Ice Cutting Tools
North Bros. Mfg Co., Philadelphia, Pa

Iron and Steel Bars
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton
London Rolling Mill Co., London.

Iron Pipe
Steel Co. of Canada, Ltd., Hamilton.
Canada Tube & Iron Co., Montreal.

Iron Pumps
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
Red Jacket Mfg. Co., Davenport, Iowa
F. E. Myers & Bro., Ashland, Ohio.

Knife Polish
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Ladders, Step.
Otterville Mfg. Co., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.

Ladders—Shelf
Hamilton Brass Mfg. Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Lamps, Acetylene
Maple City Mfg. Co., Monmouth, Ill.

Lampblack
The L. Martin Co., New York.
Wilckes Martin Wilckes Co., New York

Lanterns
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.

Lawn Fencing
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
McGregor Banwell & Co., Walkerville
Banwell Hoxie Wire Fence Co., Hamilton.

Lawn Mowers
D. Maxwell & Sons, St. Mary's, Ont.
Supplee Hardware Co., Philadelphia
Clipper Lawn Mower Co., Dixon, Ill.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.

Lawn Swings
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Lightning Rods
Hamilton Brass Mfg. Co., Hamilton, Ont.

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools
Pink, Thos., & Co., Pembroke, Ont

Manufacturers' Agents
Gibb, Alexander, Montreal.
McIntosh, H. F., & Co., Toronto.
Western Distributors Ltd., Saskatoon.

Mantels and Grates
The Barton-Netting Co., Ltd., Windsor, Ont.

Match Boxes
Stover Mfg. Co., Freeport, Ill.

Metals
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
McKechnie Bros., Birmingham, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
Tallman Brass & Metal Co., Hamilton
Thompson, B. & S. H. & Co.,Montreal

Metal Lockers
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.
John C. Wilson, Ottawa.

Metal Stove Fronts
Canada Foundry Co., Ltd., Toronto.

Mop Holder
Theo. J. Ely Mfg. Co., Erie, Pa.

Mop Wringers
Theo J. Ely Mfg. Co., Girard, Pa.
White Mop Wringer Co., Fultonville. N.Y.

Nail Pullers
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.

Nails, Wire
Laidlaw Bale-Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. C., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton.

Oilers
Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E. T. & Co., Hamilton, Ont.

Oil Stones
Canadian Hart Wheels, Hamilton, Ont
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Oil Tanks
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont

Packing
Garlock Packing Co., Hamilton, Ont.

Paints, Oils, Varnishes
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover
Chadeloid Chemical Co., New York.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.

Perforated Sheet Metals
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Samuel Benjamin & Co., Toronto.
A. C. Leslie & Co., Montreal.

Pipe, Wrought Lead and Galvanized
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pliers
Henderson & Richardson, Montreal.
Smith Hardware Co., Montreal.

Poultry Netting
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Pruning Knives
International Tool Co., Detroit.

Pumps
Canada Foundry Co., Ltd., Toronto.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Red Jacket Mfg. Co., Davenport, Iowa.

Pumps, Power
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.

Rat Traps
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.

Razors
Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorker Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Kampfe Bros., New York.

Razor Blades.
Schramberger, Uhrfedernfabrik, Schramberg, Germany.

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton.
Carborundum Co., Niagara Falls, N.Y.

Razor Strops
J. R. Torrey & Co., Worcester, Mass.

Registers
Jas. Stewart Mfg. Co., Woodstock, Ont.
Canadian Ferrosteel Co., Bridgeburg.

Rivets
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies
Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
Canadian Supply Co., Toronto.
Dominion Roofing Co. of Canada. Ltd., Toronto.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg.

Rope
Independent Cordage Co., Toronto.

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.

Saws
Atkins, E. C., & Co., Indianapolis, Ind.
Disston, Henry, & Sons, Philadelphia.
Drabble & Sanderson, Sheffield, Eng.
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

Scales
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Renfrew Scale Co., Renfrew, Ont.

Screen Door Sets
P. & F. Corbin, New Britain, Conn.
Stanley Works, New Britain, Conn.

Screws, Nuts, Bolts
National Acme Mfg. Co., Montreal.
Steel Co. of Canada, Limited, Hamilton.

Screws, Wood
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Hamilton.

Scythe Stones
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors
Acme Shear Co., Bridgeport, Conn.
R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
J. Wiss & Sons Co., Newark, N.J.

Shelf Boxes
Cameron & Campbell, Toronto.

Shellacs
Berry Bros., Walkerville.

Shovels and Spades
Spear & Jackson, Sheffield, Eng.

Sieves and Screens
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silverware
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.

Sporting Specialties.
Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Cavers Bros., Galt, Ont.
T. Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.
Spramotor Co., London.

Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.

Spring Hinges, Etc.
Chicago Spring Butt Co., Chicago, Ill.
Standard Mfg. Co., Shelby, Ohio.

Stains, Shingle
Berry Bros., Walkerville.

Stains, Wood
Berry Bros., Walkerville.

Staples
B. Greening Wire Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton.

Steel—High Speed
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.

Steel—Cold Rolled Strip
Morris & Bailey Steel Co., Pittsburg.

Steel Wire Hoops
Steel Co. of Canada, Ltd., Hamilton.

Stencils
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont.
Herod Machine & Stamping Co., Brantford.

Store Ladders
Hamilton Brass Mfg. Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Stoves, Furnaces
Burrow, Stewart & Milne Co., Hamilton.
Findlay Bros., Carleton Place.
Clare Bros. & Co., Preston.
Holland Furnace Co., Holland, Mich.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Picton.

Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.
McClary Mfg. Co., London, Ont.

Tacks
The Steel Co. of Canada, Ltd.,Hamilton.

Tapes
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor, Ont.

Tin Plate
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
M. & L. Samuel, Benjamin & Co., Toronto.

Tools
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Armstrong Bros. Tool Co,, Chicago.
Robt. Sorby & Sons, Sheffield.
Stanley Rule & Level Co., New Britain.
International Tool Co., Detroit.

Tools—Metal Workers'
Brown-Boggs Co., Hamilton.

Tool Grinders
American Grinder Mfg. Co., Milwaukee Wis.
Luther Grinder Mfg. Co., Milwaukee.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Trucks
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Renfrew Scale Co., Renfrew, Co.

Varnishes: See Paints
Berry Bros., Limited, Walkerville, Ont
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.

Ventilators
Harris, J. W., Co., Montreal.

Vises
Henderson & Richardson, Montreal.
Hollands Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.

Washing Machines, Etc.
J. H. Connor & Son., Ottawa, Ont.
Cummer–Dowswell Ltd., Hamilton, Ont
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.

Wall Plaster
Manitoba Gypsum Co., Winnipeg.

Waffle Irons
Stover Mfg Co., Freeport, Ill.

Wagons—Children's
Wodstock Wagon Co., Woodstock.

Washers
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

White Lead
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Limited, Hamilton

Wholesale Hardware
Caverhill, Learmont & Co., Montreal
Howland, H. S., Sons & Co., Toronto
Lewis Bros. & Co., Montreal.

Window Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Guards
B. Greening Wire Co., Ltd., Hamilton

Wire Door Guards
B. Greening Wire Co., Ltd., Hamilton

Wire—Iron, Steel, Brass and Copper
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

Wire Mats
Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery
Ed Brand, 472 Moss Lane., Manchester Eng.

Wire Products
Andrews Wire Works, Watford, Ont.

Wire Rope.
The B. Greening Wire Rope Co., Ltd. Hamilton.

Wire Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Jas. Steele Limited, Guelph, Ont.

Wood Finishes
Berry Bros., Walkerville.

Wrenches
Cochran Pipe Wrench Co.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdwe. & Tool Co., Springfield, Mass.

THE ROSS .280
HAS CAUSED A SENSATION



This rifle, which is a modification of the "Ross Match Rifle" which has created a furore in Great Britain, is shown by tests to be the hardest hitting rifle made.

In finish, only the highest priced English Rifles can be compared with it.

DEALERS HAVE AN OPPORTUNITY

to sell this high-class rifle which gives them a fair profit, and always makes a satisfied customer. If you have not any in stock write at once for discounts, etc.

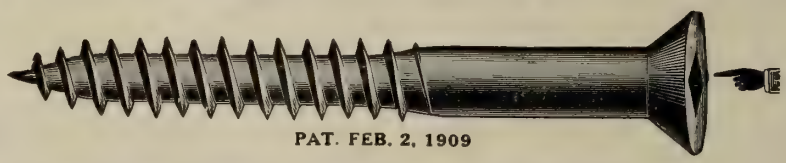
YOUR customer may buy one from a RIVAL'S store.

ROSS RIFLE CO. - QUEBEC

ROBERTSON SOCKET HEAD
WOOD SCREWS



GET OUR PRICES



SEE THAT SQUARE HOLE



HAND DRIVERS, YANKEE BITS, BRACE BITS, RIVETS, BURRS, WASHERS, NAILS, WIRE.

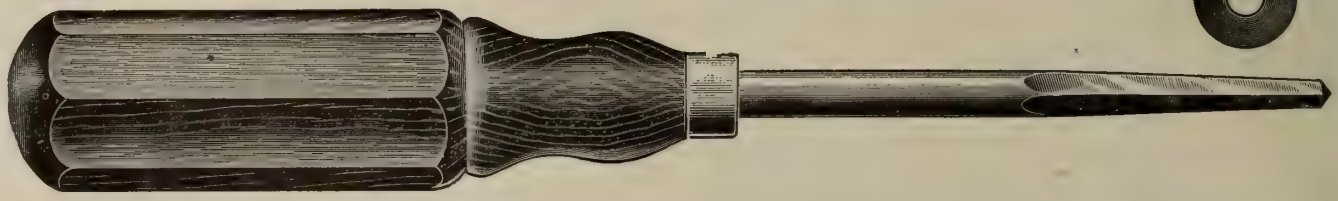
Send for Catalogue.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.
Toronto Warehouse, 19 Jarvis St. F. J. Schuch, Agent.









STILL'S

AXE HANDLES

Every dealer should get acquainted with STILL'S Axe Handles.

Progressive dealers all over the country are increasing their trade and profits by handling our QUICK SELLING SPECIALTY.

STILL'S AXE HANDLES REPRESENT ALL THAT IS BEST IN QUALITY OF MATERIALS, SKILLED WORKMANSHIP AND COMPLETE MANUFACTURING FACILITIES.

Meet the coming demand with a fair trial order. We assure satisfaction.

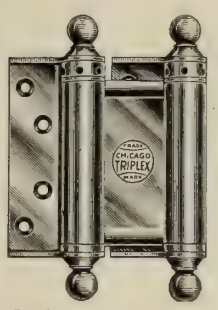
J. H. STILL MFG. CO., Ltd.

ST. THOMAS, - ONT.

CHICAGO SPRING BUTTS

TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO TRADE C S B CO MARK NEW YORK



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM

MANUFACTURED SOLELY BY

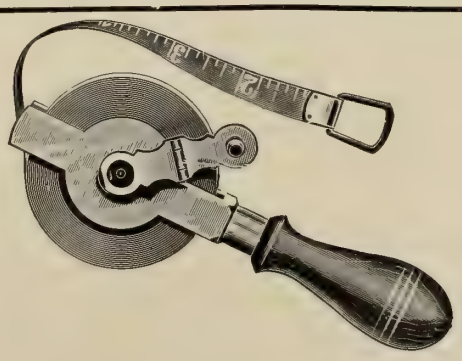
The Gutta Percha & Rubber Mfg. Co. of Toronto, Limited

Toronto Montreal Halifax Winnipeg Calgary Vancouver

MEASURING TAPES

MUST BE ACCURATE

To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.



Those that bear this Trade-Mark **LUFKIN**

are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.

FOR SALE BY ALL JOBBERS. **THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.** **CATALOGUE ON REQUEST**

Did you ever read a better article on Hardware Window Trimming than appeared in last week's Hardware and Metal, page 31?

We doubt if you ever did! But we are saving some for our Annual Fall Number, which will be just as good, if not better. Your window trimmer will want to study this number, as he would a text book.

And every page of the whole issue will be as good as the Window Trimming Department. This one number will be worth much more to you than the cost of a whole year's subscription to Hardware and Metal.

Do you know of a hardwareman, stove dealer or tinsmith anywhere in Canada, who is not subscribing to Hardware and Metal? If so, drop us a card, telling us his name and address. We will send him a sample copy of our great Annual Fall Number for 1912.

HARDWARE AND METAL

Canada's Only Weekly Hardware Paper

Montreal Toronto Winnipeg New York Chicago
London, England

HARDWARE AND METAL

ANNUAL FALL NUMBER

CANADA

AUGUST 31ST 1912

VOL. 24 PUBLICATION OFFICE, TORONTO. NO. 35



THE LAST TRIP OF THE SEASON

THE MacLEAN PUBLISHING COMPANY LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER NEW YORK CHICAGO LONDON ENG.

STEEL SHEETS

To Manufacturers of Stoves and Ranges

We offer several varieties of Sheet Steel particularly adapted to Stove and Range work. We call your special attention to the following:

WELLSVILLE POLISHED

A handsome dark blue polished sheet, specially adapted for high class stoves, stove pipes, elbows, etc. Shipped with an oiled surface.

CANADIAN BLUE.

A blue polished sheet, slightly lighter in color and not so highly finished as Wellsville. This is not oiled.

"WOODS" PATENT PLANISHED IRON.

Genuine charcoal hammered bloom iron, with beautiful dark blue mottled glossy surface, practically impervious to oxidation. This product is equal in every way to the genuine Russia Iron.

"WOODS" HAMMERED POLISHED STEEL.

A hammered steel sheet, with a surface similar to Patent Planished Iron, but not guaranteed against corrosion or rust.

"WOODS" REFINED UNIFORM COLOR.

A high-class sheet, for many years a general favorite on account of its uniform dark color and smooth clean surface. It is a superior product for for stovepipe, elbows, etc.

"WOODS" OAK STOVE BODY STEEL.

A highly finished sheet of uniform color, made in gauges 14 to 24, specially for bodies of Round Oak Stoves.

RANGE STEEL.

A smooth, perfectly flat steel sheet, accurately sheared to specified sizes; specially adapted to the manufacture of stoves and ranges.

BLUED STOVE PIPE STOCK.

A good quality sheet of a uniform blue color, one pass cold rolled and box annealed.

NICKEL PLATING STOCK.

A cold rolled full pickled sheet, smooth, clean and free from scale.

AMERICAN BESSEMER.

Made from Bessemer steel, one pass cold rolled and box annealed. A very good sheet for ordinary work, can be Patent Levelled if desired.

BESSEMER BLUE ANNEALED.

Hot rolled, open annealed, furnished in 16 gauge and heavier.

Also special sheets for Deep Stamping or any particular purpose.

B. & S. H. THOMPSON & CO., Limited
MONTREAL

Selling Agents for the United States Steel Products Co., New York; American Sheet and Tinplate Co., Pittsburg.

Quick Service



Exclusively Wholesale

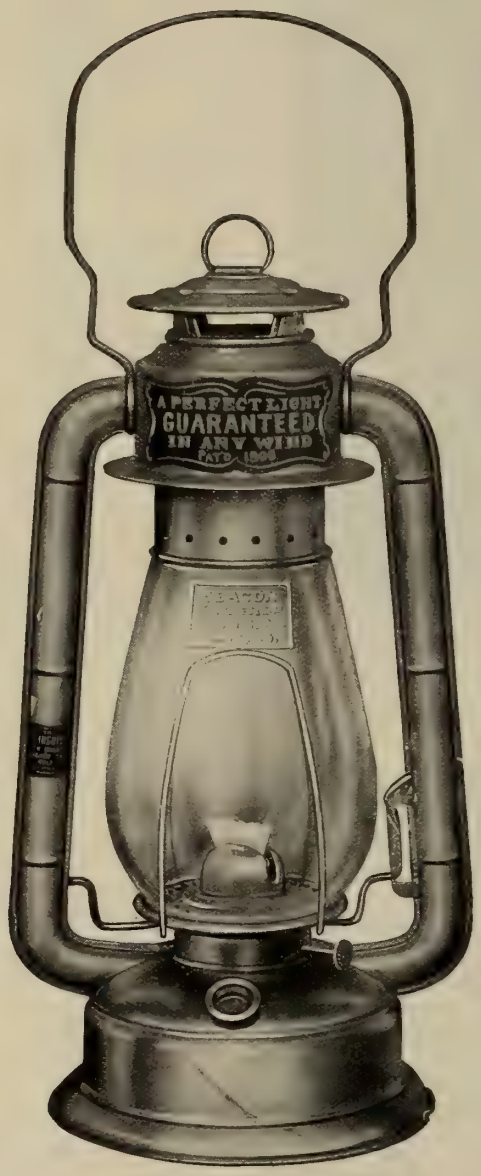
WE have much pleasure in announcing the completion of our No. 1 illustrated catalogue, which we leave to speak for itself. We will include one with the first order received from any dealer in Canada.

The Kennedy Hardware Co. LIMITED

51-53-55 Colborne Street
TORONTO

Beacon Cold Blast Lanterns

Improved 1912 Pattern



Enlarged Dome Shape Oil Well

Providing better combustion. Holds sufficient oil to burn for twenty-four hours.

Improved Adjustable Bails

Each lantern is also supplied with our

Beacon Tempered Flint Glass Globes

All the superior points of excellence in our lanterns of the past have been retained.

Prices on Application

The Sheet Metal Products Company

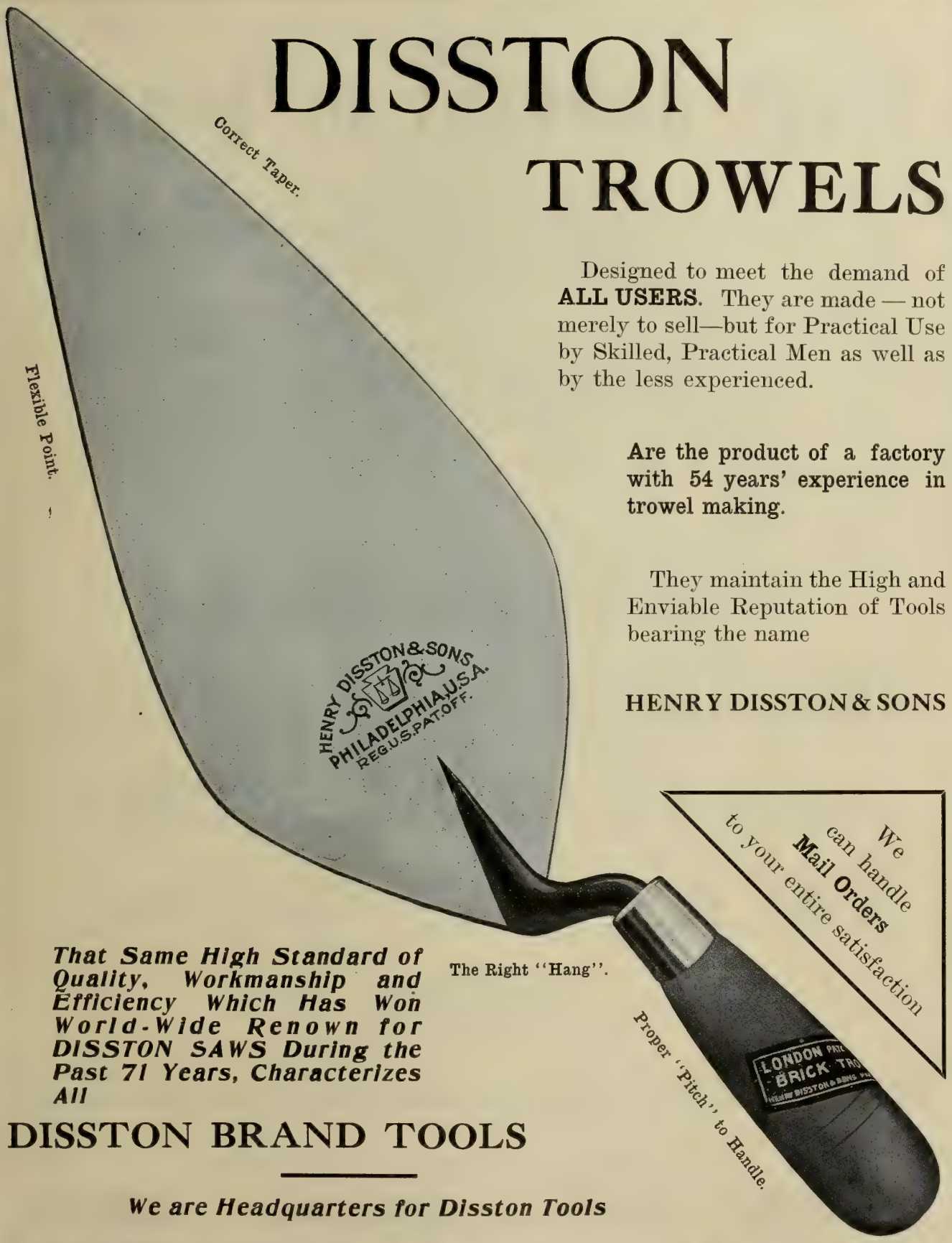
OF CANADA, LIMITED

Successors to

Kemp Manufacturing Company

MONTREAL TORONTO WINNIPEG

DISSTON TROWELS



Designed to meet the demand of **ALL USERS**. They are made — not merely to sell—but for Practical Use by Skilled, Practical Men as well as by the less experienced.

Are the product of a factory with 54 years' experience in trowel making.

They maintain the High and Enviable Reputation of Tools bearing the name

HENRY DISSTON & SONS

We can handle **Mail Orders** to your entire satisfaction

That Same High Standard of Quality, Workmanship and Efficiency Which Has Won World-Wide Renown for DISSTON SAWS During the Past 71 Years, Characterizes All

DISSTON BRAND TOOLS

We are Headquarters for Disston Tools

LEWIS BROS. LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

THE STEEL COMPANY OF CANADA LIMITED

Our Mills

Can Ship Immediately

From Stock

BOLTS and NUTS, PRESSED SPIKES, STOVE BOLTS, STOVE RODS, TACKS, HAY BALING WIRE

DISTRICT SALES OFFICES:

HAMILTON, TORONTO, MONTREAL, WINNIPEG

W. A. MacLennan, Vancouver, B.C.
J. B. H. Rickaby, Victoria, B.C.
H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, Halifax, N.S.



Our trade mark represents Quality and Value

Send us your orders

H. S. Howland, Sons & Co., Limited

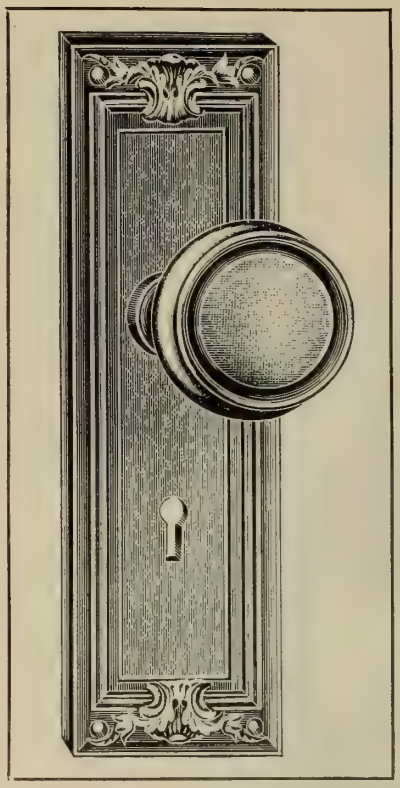
Wholesale Hardware

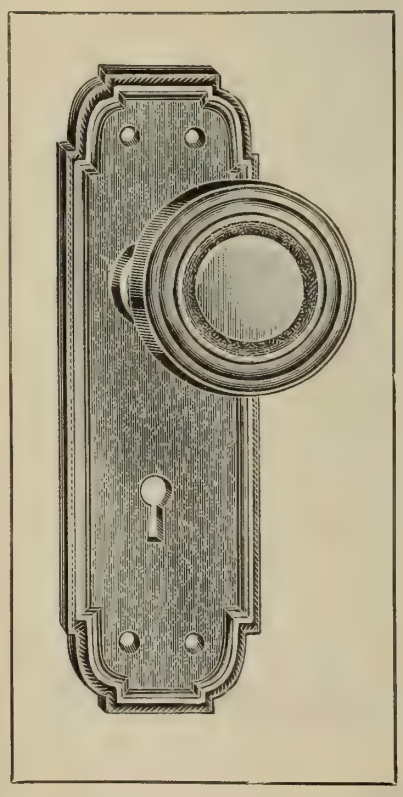
WE SHIP PROMPTLY

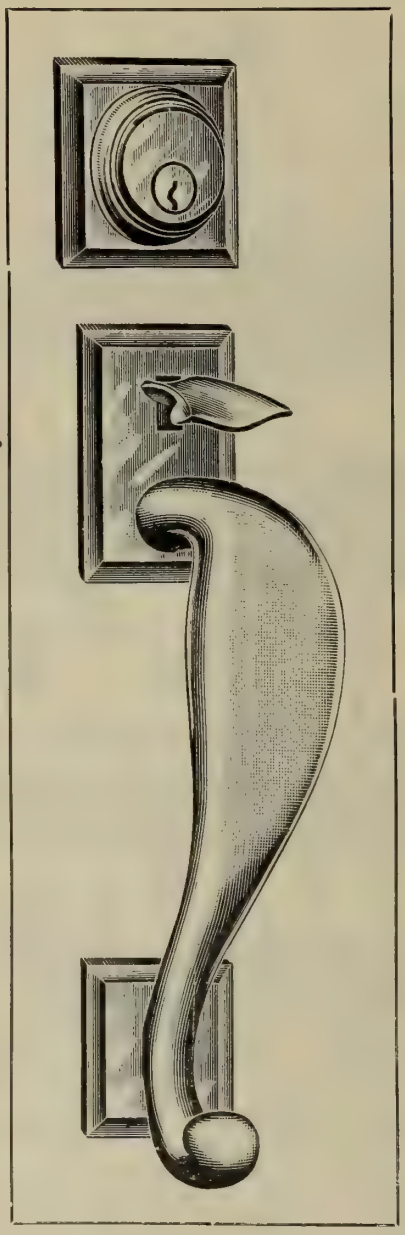
TORONTO

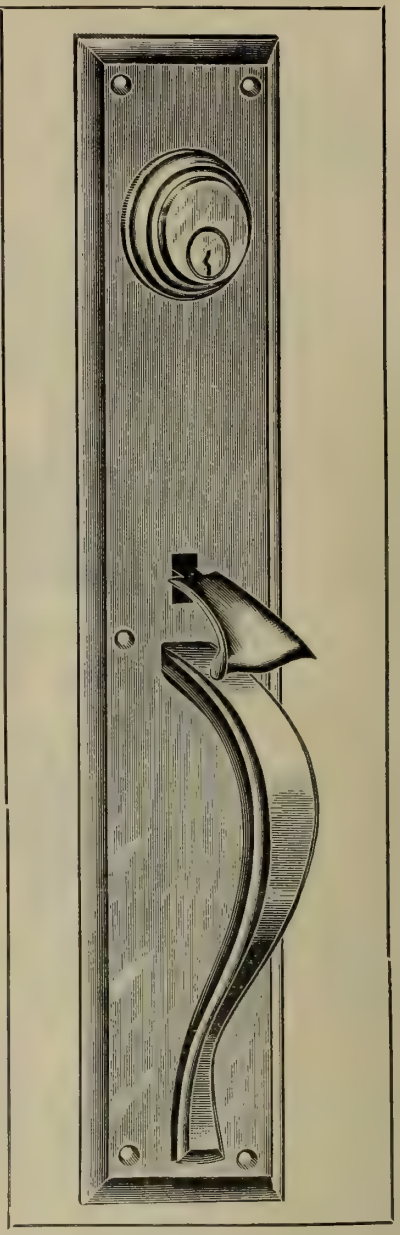
OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST









A few of our New Lines in Cast Brass and Bronze. We make a full line of these sets and can give prompt delivery on same.

Ask your jobber to see these lines.

WRITE FOR OUR CATALOGUE NO. 3

The Belleville Hardware & Lock Mfg. Co. LIMITED

HEAD OFFICE AND FACTORY: **Belleville, Ontario**

Hundreds of Canadian Homes and Stores Need Just These Very Lamps

YOU Sell Them, Mr. Merchant.

There's a big fall business waiting for you. People are beginning right now to fix up for the long evenings. And you can't find any better feature to bring the house furnishing trade to your store than these lamps.

Of course, you want to sell them, but—here's the point—*your customers need them.*

Point out to your home folks that they shouldn't depend on either gas or electricity *entirely.* That's a proposition that doesn't require argument—people *know* it.

The need exists in your town—*right now.* Take a leaf out of other live merchants' books and *use it.*

Put your oil lamps on dress parade. Get customers into your store to look at them, and they'll see a lot of other things to buy.

SUCCESS
The Lamp for Homes



puts away money in your cash register and *profits* on your books. Believe us, Mr. Merchant, it *sells.* There's no more substantial, serviceable lamp made.

It's solid metal—easy to manage—and easy to clean. It's perfectly safe, for it can't get hot. Furthermore, it gives an intense pure white light that never flickers or breaks. It's a dandy light to read by and———

Success lamps will bring a lot of customers to your store.



And Here's Another Seller
THE PITTSBURGH MAMMOTH

What Success lamps are to a home, these Mammoth Lamps are to stores. And—well, you know yourself how essential good light is to successful store-keeping. Feature the Mammoth Lamp for stores, Mr. Merchant. It pays. Listen:

It's big—it's efficient—and it's handsome. It holds more oil—it's cleaner—and it burns longer and better than any other store lamp made. You can sell a lot of Mammoth store lamps this fall if you show them.

THESE TWO LAMPS
Will Count Heavily for You

They'll appeal to customers by their utility. They're seasonable and salable *right now.* But that's not all. Featured—they'll serve as a magnet to draw folks to your store. *And—in themselves they're profitable.* Every one you sell shows you a mighty nice margin.

Take our word, Mr. Merchant, these lamps will pay you handsomely for a little bit of boosting. That's not a guess or a hope. They've done it for a lot of other men and—as sure as you're keeping store, *they'll do it for you.*

GET YOUR STOCK IN NOW AND GET STARTED.

The Pittsburgh Lamp, Brass & Glass Co.

Canadian Branch — **119 Wortley Road, London, Ontario**

R. E. DAVIS, SPECIAL REPRESENTATIVE

GENERAL OFFICE AND FACTORIES: PITTSBURGH PA., U.S.A.

WAN

—a few more dealers who and lots of it in

SHEET META

MERCHANTS who sent us all their sheet metal business last year have certainly a good deal of **extra** cash in the bank, simply because the **Preston Metal & Shingle products** clinch the **paying** trade —bring **repeat** orders.

Just figure out in your own way the sales you have lost—the trade you have endangered and you'll become as **enthusiastic** over our lines as the hundreds of dealers who handle our products **exclusively.**

Write for our big new cata

THE METAL SHINGLE

PRESTON, ONT.

We carry large stocks at our Preston and Montreal Factories,

St. John, N.B.—Emerson & Fisher Limited
Quebec—J. A. Bernard
North Bay—Jno. Bourke & Co.
Toronto—G. P. Breckon & Co.
Steele & McAllister, Sault Ste. Marie

TED

know that there's money handling first-class

L PRODUCTS

THE **sterling qualities of Preston Metal & Shingle products** are widely acknowledged by merchants and builders alike. Your trade already knows the **excellent** and **lasting** qualities of our products and our extensive general advertising is **a practical guarantee** of good business for merchants **specializing** on our lines.

Remember, **we stand behind you** with our **legal, money-back guarantee**—a guarantee just as good as gold.

logue—it will interest you.

& SIDING CO., LIMITED

MONTREAL, QUE.

and our goods may also be obtained at the following points:

Winnipeg—Clare & Brockest
Vancouver—Wm. N. O'Neill & Co.
Calgary—Ellis & Grogan
Marshall, Ecclestone Co., Porcupine
Geo. Taylor Hardware Co., Cochrane and Cobalt

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY



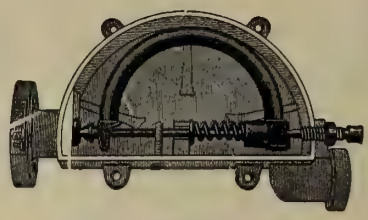
J.M.T. INJECTORS

They operate under widest pressure limits, performing their duties continuously and in the most efficient manner. Every machine thoroughly tested.



J.M.T. REDUCING PRESSURE VALUE

This is a valve that the engineer invariably chooses. Made from the highest grade material. Always gives splendid service.



HEINTZ STEAM TRAPS

A Thermostatic Trap, operates at a variation of one degree of temperature, simplicity in construction, can be placed in any position. The ideal trap for heating coils, and machines operated by steam. They automatically relieve all condensation—Thousands in daily use.

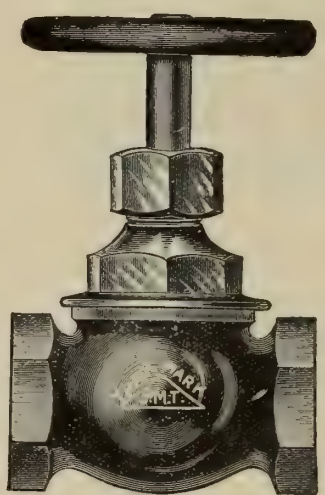
ENGINEERS' SUPPLIES

Guaranteed To Give

Cuts illustrate only a few of the high grade lines which
Anything that we sell is absolutely guaranteed and is
service.
You *cannot* make a mistake by stocking our goods—they
Once you have given them a trial you will become our
Write for our large *illustrated circulars* to-day.

The James Morrison Brass

93-97 Adelaide Str



J.M.T. VALVE

Made in Globe, Angle and Check Patterns

This valve has been on the market for over 15 years and is universally recognized by steam users. The high quality explains the reason.



STEAM COCKS

Our Steam Cocks are noted for their quality in material, strength, and endurance.



LEVER THROTTLE VALVES

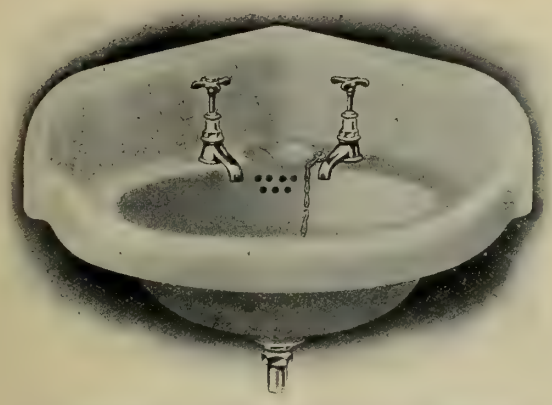
They are easy working and strongly made, supplied in brass or iron, for flanged or screwed connection.



SWING CHECK VALVES

The high grade construction of the valve makes it, we believe, superior to all other makes.

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY



"VICTORIAN" VITREOUS-CHINA LAVATORIES

Made of strong vitreous chinaware, having a permanent rich, glossy white surface, impervious to "crazing." The most perfect sanitary basin on the market. They are made in different styles and sizes.

ILLUSTRATED HANGER ON REQUEST.



THE "ELGIN"

This is strictly a high quality LOW DOWN TANK CLOSET. Its selling price combined with its attractiveness is certain to appeal to prospective buyers.

Give it a trial—you will be highly pleased with the profit.

& PLUMBING GOODS

The Highest Satisfaction

we offer to the trade.
backed by a reputation for highly efficient and economical

are *profit producers* and satisfaction givers.
steady customer.
Our prices appeal to all buyers.

Manufacturing Company, Ltd.

eet West, TORONTO

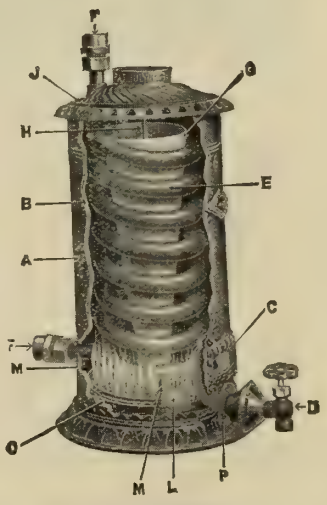


DOUBLE BATH COCK

J. M. T. Cushion-Disc. Compression work, outlasts the ordinary many times over. They cost no more than any high-grade tap, basin, or bath cock, and they remain tight for years.



BIBB COCK



WATER HEATERS

Gas Heaters are now installed in most all new dwellings, for heating the range boiler,—hot water obtained by merely opening the gas valve. Heating coil is of seamless copper tube. This heater is a high-grade article at a low price. Samples of the standard sizes should be carried by all progressive hardware dealers.



(Wiss Dealers should have a set of this new Wiss Window Display—Ask the Wiss Salesman or write to our Toronto Office

W I S S

SHEARS & SCISSORS

SOME dealers think there is not enough difference in shears to bother about. This is just the reason why the shear end of their business is the little end. The skilled workmen---the cloth cutters, the dressmakers, etc., know all about

temper, and the other little things that make shear quality.



¶ There is money in the shear trade if you know how to get it out. The surest way to do it, is to sell first-class goods to first-class customers.

¶ The Wiss has been a good shear for over half a century. It is founded on merit—built on conscience—made to wear, and cut, and prove, and satisfy—not merely to sell.

¶ Isn't that the kind of shear you want to handle? Isn't it good business to offer it to your trade?

¶ The Wiss "Steelforged" process makes Wiss Shears superior in sharpness and durability. The best shears earn the best profit. Anybody will pay the slight additional cost for a pair of Wiss Shears—because the additional *quality* makes them obviously the *cheapest* in the long run.

¶ We talk big and fast about the Wiss—don't know anybody who has a better right—but that isn't all.

¶ We haven't any half-hatched plans for half-hearted dealers, but we are ready to talk business to the man of business who wants more business—and means to get it.

¶ If your buying man will put it up to us, we will show you how to do some juggling with your shear sales that will put your balance on the right side of the ledger.

¶ Send for our new catalogue—just off the press and tell us you are interested.



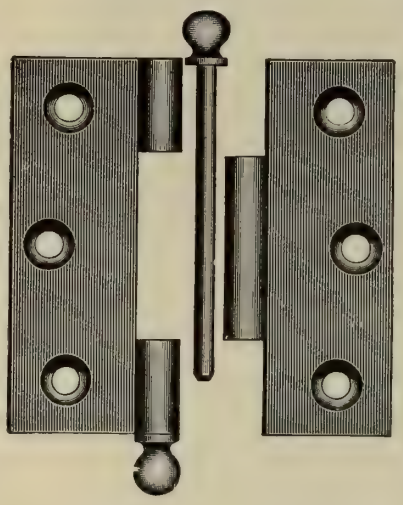
J. WISS & SONS CO.

NEWARK, -:- NEW JERSEY

Manufacturers of high grade Shears and Scissors, Razors, Tinner Snips and Cutlery since 1848.

TORONTO OFFICE: 145 WELLINGTON STREET, WEST.

Crescent Brand HARDWARE



Butt Hinges Strap Hinges Tee Hinges

Barn Door Hangers Parlor Door Hangers

Trolley Hangers Hinged Hasps Shelf Brackets

Wrought Staples Rollston Pulleys

Gate Hooks Wagon Hardware Etc. Etc. Etc.

Steel Sheets Bands Bars

Rods Wire

CANADA STEEL GOODS CO., Limited

HAMILTON - - - CANADA

JAMES HUTTON & CO.

232 St. James Street, Montreal

REPRESENTING

JOSEPH RODGERS & SONS, LIMITED, Sheffield, Manufacturers of the Finest Cutlery in the world. Cutlers to H.M. King George V.

STEEL, PEECH & TOZER, LIMITED, Sheffield, Steel Axles, Tyres, and Spring Steel. "Phoenix" Locomotive Spring Steel—Canada's Standard.

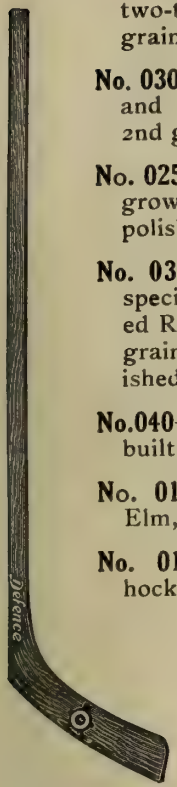
W. & S. BUTCHER, Sheffield, Razors, Files, etc. Real quality goods.

BURROUGHES & WATTS, LIMITED, London, Billiard Table Manufacturers by special appointment to H.M. King George V.

THOS. GOLDSWORTHY & SONS, Manchester, Eng., Putty Powder, Emery, and Emery Cloth of finest quality.

THOS. JENKINS & CO., Birmingham, Eng., Fusees and Fog Signals.

Special Rock Elm Sticks



No. 033—For forward use. Varnished two-thirds way up. Best selected grain.

No. 030—For forward use, waxed and polished. Selected white 2nd growth Rock Elm.

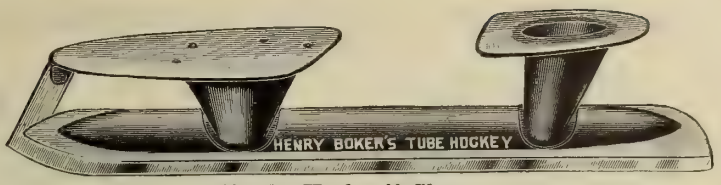
No. 025—For forward use, 2nd growth Rock Elm, waxed and polished.

No. 035—For forward use, special oval handle, selected Rock Elm. Beautifully grained, waxed and polished.

No. 040—Goal-keepers' fine built up style.

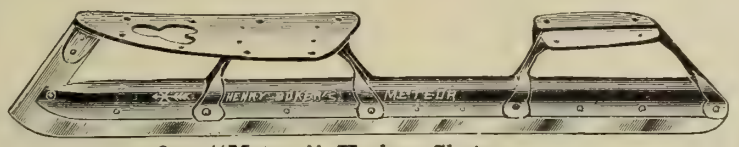
No. 015—Boys' Rock Elm, white wood.

No. 010—Boys' red hockey sticks.



Our "Tube Hockey" Skate.

No. 1911—Extra fine quality, tempered tool steel runners, 1/8 in. thick, reinforced tubular pattern, aluminum finish, very light, made to be riveted to the boots, sizes 10½, 11, 11½ in.



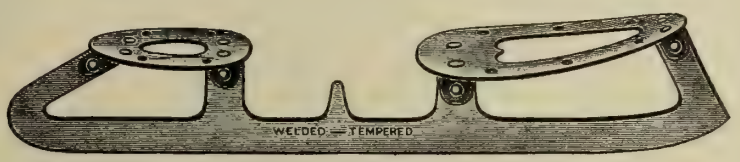
Our "Meteor" Hockey Skate.

No. 9557½—Extra fine quality tempered tool steel runners, 1/8 in. bearing surface, new style supports, triangular tube runs whole length of runners, full nickel plated and polished, sizes 10, 10½, 11, 11½ and 12 in.



The "Montreal" Hockey Skate.

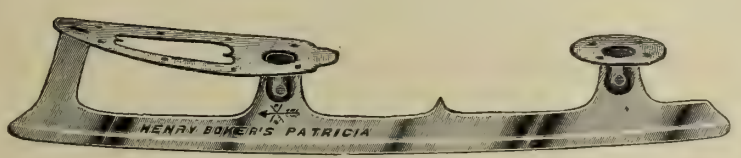
No. 5557—Finest quality crucbile tool steel runners, hand tempered, narrow straight bottoms, runners ground to a sharp point in front, double heel supports, right and left sole plates, nickel plated and polished, sizes 10½, 11, 11½ and 12 in.



New "Olympic."

A High Grade Skate at a Ridiculously Low Price.

No. 2191—Welded and tempered steel runners, straight bottoms, with puck stop, nickel plated and polished, sizes 9, 9½, 10, 10½, 11, 11½, and 12 in., weight per pair about 1⅝ lb.



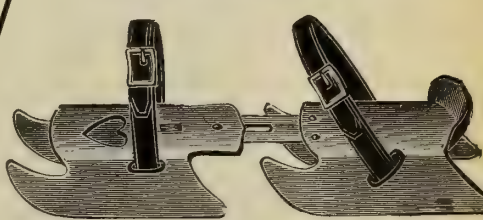
"Patricia" Waltzing Skate.

No. 46—Extra quality welded and tempered steel runners, curved, proper radius for waltzing or figure skating, full nickel plated and polished, with polished top plate, sizes 8½, 9, 9½, 10, 10½ and 11 in., weight about 1½ lb.

Skate Straps

Hockey Pucks

FOR THE YOUNGSTERS



No. 500—Extension sled skates for children, adjustable from 7½ to 9 in., with russet leather heel and toe straps.

Skate Catalogue Now Ready

CAVERHILL, LEARMONT & CO.

MONTREAL



Oakland Design

BUILDERS' HARDWARE

of QUALITY

Try It for Quick Sales and Good Profits

THE above illustration represents one of our new designs made in Cast Brass Bronze or Iron. This set has proved one of our very best and is carried in stock in Front and Inside Door Sets, Letter Box Plates and Sliding Door Sets—in all the finishes. Stock finishes are Plain Bronze, Antique Copper and Brush Brass, with dark background.

These two wrot metal designs are very staple and are ready for prompt shipment in any of the standard finishes.

We invite your inquiries, etc.

YOUR JOBBER HAS THEM



Rideau Design



Ottawa Design

Insist on the "National Brand" Hardware — it's guaranteed

National Hardware Co.,

LIMITED

ORILLIA, ONTARIO, CANADA

The "KELSEY" Warm Air GENERATOR

A Quick Seller and Good Profit Producer

USED IN OVER 40,000 HOMES

The "Kelsey" Generator is unlike and possesses many distinct advantages over any other form of heater.

The "Kelsey has three times the weight and heating surfaces, and its construction is such that it absorbs *all* the heat units and imparts that heat to the air in the most scientific way.

It has been proven time and time again through comparative tests that the "Kelsey," with a given amount of fuel, will warm more air and will distribute it more evenly throughout the house than would be possible with any other form of construction.

Note the ZIG-ZAG TUBES

The *efficiency of the "Kelsey" Generator* is due namely to the long, hollow cast iron tubes or sections, with *zig-zag sides through which most of the air passes in being heated.*

There are from 8 to 16 tubes in each Generator, according to its size and capacity, and, as you will notice, they are placed upright on end in the Generator and on the *"lower deck"* and just above the grate surface.

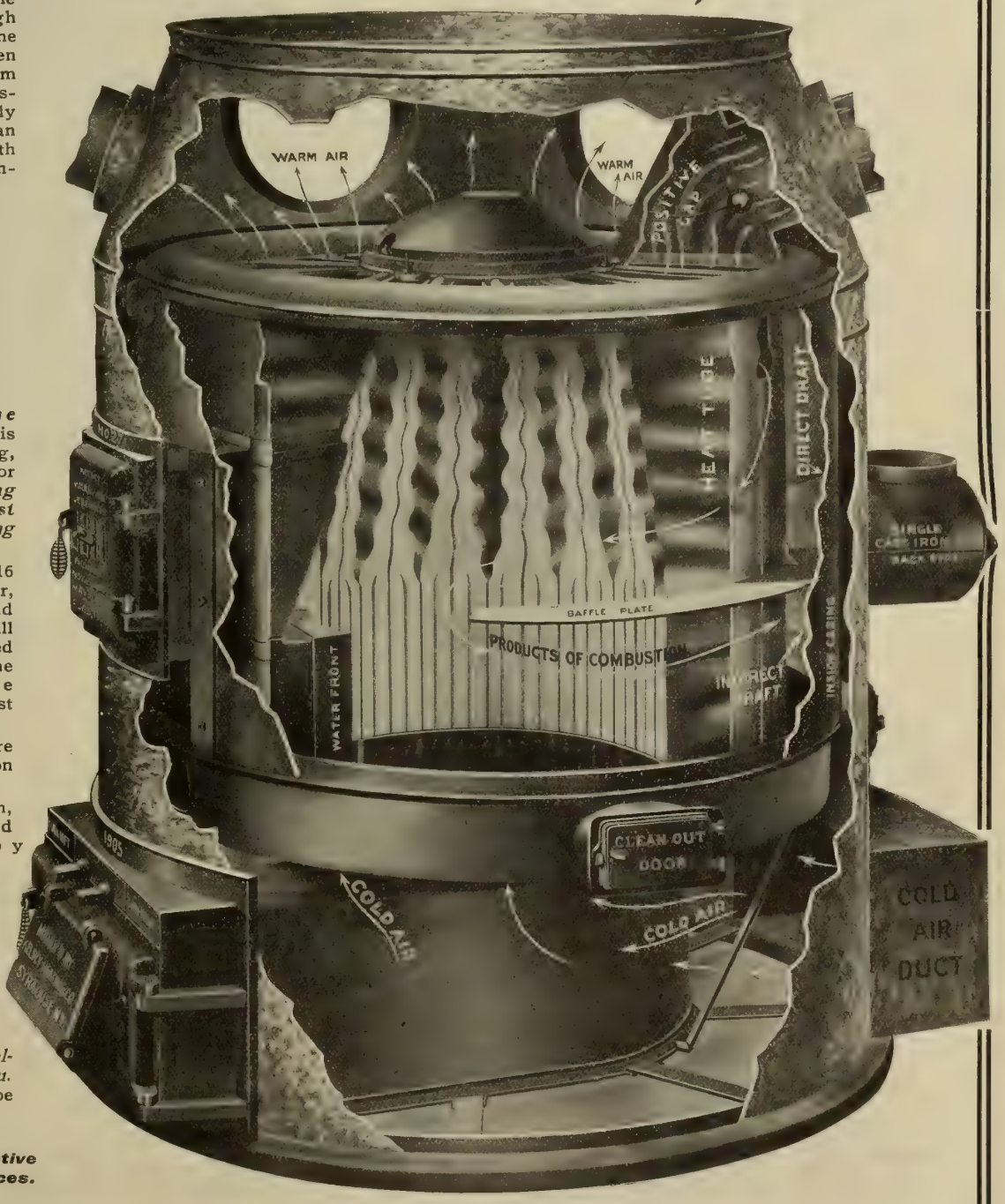
These tubes form the fire cylinder and combustion chamber.

They are in contact with, and overhang the fire, and are heated on all sides by conduction, by radiation, and by the burning gases—all heat being utilized to the utmost.

Each heat tube has eight square feet of heating surface.

Let us explain the "Kelsey" thoroughly to you. We know you will be interested.

Write for descriptive booklets and prices.

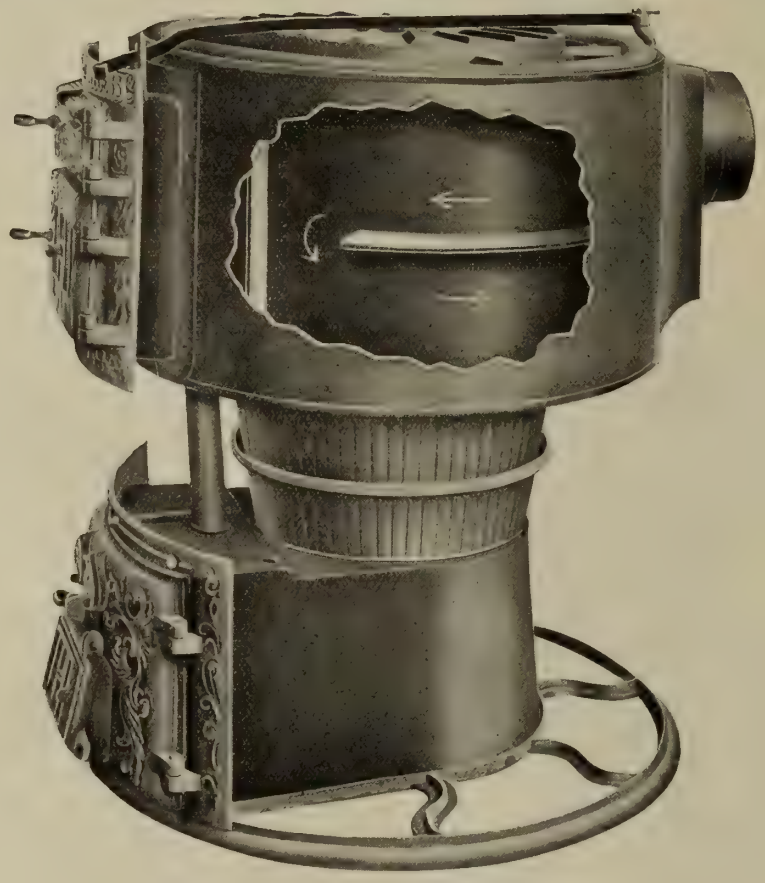


The James Smart Mfg. Co., Limited

WINNIPEG, MAN. BROCKVILLE, ONT.

The Extra Long Fire Travel of

The Pilot Success Furnace



Is one of the many quick selling features of this high grade furnace. It prevents heat from going to waste up the chimney—keeps the home comfortable at a **saving in fuel.**

The Pilot Success gives a trade winning satisfaction. **Every user is an enthusiastic advertiser.**

Write at once for full description.

The Hall Zryd Foundry Co., Ltd.

HESPELER, ONTARIO



The Banner Furnace

ITS PROMINENT FEATURES:

THE ARCHED CAST IRON DOME connected with the Radiator gives it an exceedingly large radiating surface.

THE FIRE POT is reinforced with heavy ribs on the outside to give the pot additional strength and radiating surface.

THE GRATE BARS are triangular in form, and this is the best designed grate for furnace requirements. They operate in pairs and will break clinkers, etc., without any difficulty.

THE CAST IRON DOME is made in one piece, and is indestructible.

THE DIRECT DRAFT DAMPER is fitted with a gas damper.

THE ASH PIT is large and roomy and is fitted with a suitable ash pan.

THE STRAIGHT CASING. The furnace is fitted with a straight casing which gives a large space for the circulation of the cold air supply.
It is simple in construction and easily installed.

MADE IN FIVE SIZES.

WRITE FOR CATALOGUE AND PRICES.



The "Art-Banner" Range

Add distinction and class to your store by carrying a full line of

Banner Ranges

The ART BANNER in particular is the last word in Stove-making. It gives the customer the best of satisfaction, economizes in fuel, and is an ornament to the kitchen.
Three features that should recommend it to the most conservative buyers.
Send for price lists and Catalogue of the complete line.

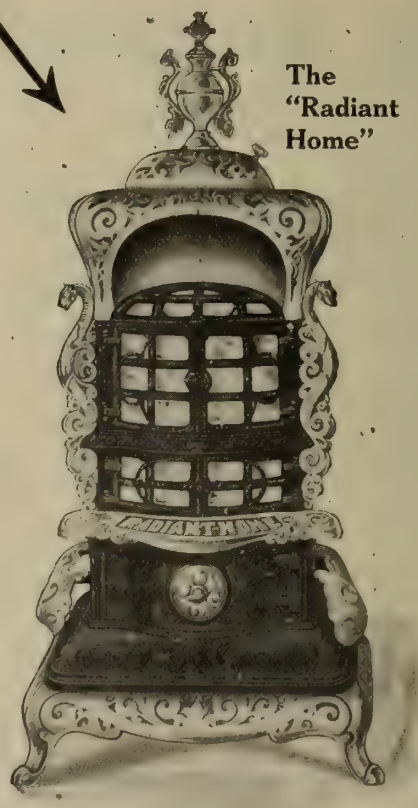
The Galt Stove & Furnace Co., Ltd.
Galt, Ontario, Canada

This Stove Burns Stove Coal

The RADIANT HOME

It is the only Base Burner specially constructed for burning "Stove" Coal, and is quick in action and always under perfect control. "Stove Size" Anthracite is better than "Chestnut," as it is purer coal, contains from 3 to 4 per cent. less slate and impurities, burns slower and better, with less ashes, gives more heat units, holds far longer, and contains more pounds of real coal to the ton.

The "RADIANT HOME" was constructed at the request of the Anthracite Coal Mining Companies, and endorsed and recommended by: The Canadian Retail Coal Association, The Susquehanna Coal Company, Lehigh Valley Coal Company, Del., Lack. and Western Coal Company, Philadelphia and Reading Coal and Iron Company, Dickson and Eddy. This style is made in two sizes, Nos. 60 and 70, but for **Chestnut Coal we still make Nos. 4, 5, 6 and 7.** Write for full particulars and prices. **Good Profits** and quick sales await you.



The "Radiant Home"

The WILLIAM BUCK STOVE CO., Ltd.

BRANTFORD MONTREAL WINNIPEG
CALGARY SASKATOON VANCOUVER

A FEW REASONS WHY

Happy Thought Ranges

ARE AN EXCELLENT LINE TO HANDLE

1 — No "HAPPY THOUGHT" has ever failed to please the user.

2 — The "HAPPY THOUGHT" weighs more than any other and is thus more durable.

3 — The "HAPPY THOUGHT" is so well built that it uses less fuel than any other.

4 — The patented features of the "HAPPY THOUGHT" can be found nowhere else. They include the pyramidal oven, illuminated oven, oven damper, reservoir damper, deflector shelf, etc.

5 — The "HAPPY THOUGHT" has the deepest and most economical firebox, the most scientifically arranged flues, properly proportioned ovens and largest top cooking surface.



6 — The "HAPPY THOUGHT" waterfront is the most powerful known, the reservoir will boil water. The oven cooks equally in every part, whether on shelf or oven bottom or any corner, or centre.

7 — The "HAPPY THOUGHT" has the conveniences of register cover, nested cover, simmering cover, oven thermometer, extra large closet and shelf.

8 — The "Happy Thought" dampers give you absolute control over the fire which may with ease be retained for thirty-six hours.

9 — Works equally well with coal or wood.

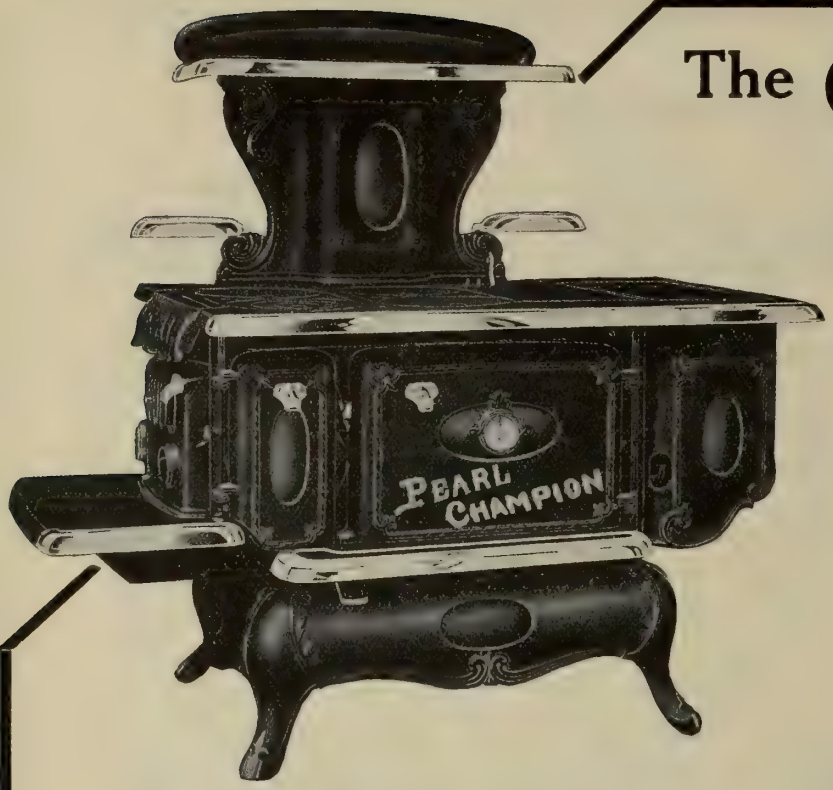
The fact that nearly two hundred thousand "Happy Thoughts" are in use in Canada shows how extremely popular they are.

Write for description catalog and prices to-day.

The "HAPPY THOUGHT" is the assurance of clean, satisfactory profits.

The WILLIAM BUCK STOVE CO., Ltd.

BRANTFORD MONTREAL WINNIPEG CALGARY SASKATOON VANCOUVER



The CHAMPION RANGE

is designed and constructed by experts and made from the best materials that are procurable. The mountings are artistically designed, and the whole range is excellently finished.

Cuts below show a couple of very important features — features that assure **quick sales** and **substantial profits.**

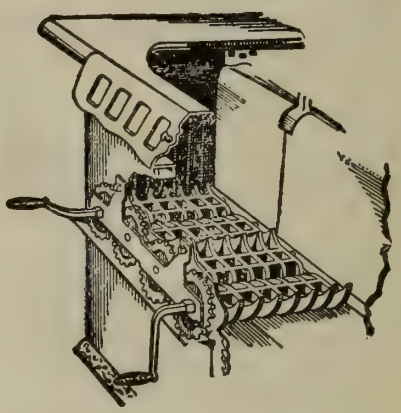
FEATURE No. 1

THE CHAMPION GRATE

A wonderful simple invention which saves an enormous amount of fuel.

Grate runs crosswise. Bars cannot warp. Is more easily shaken than other grates, and has a more open surface and a clean fire.

Write for complete description.

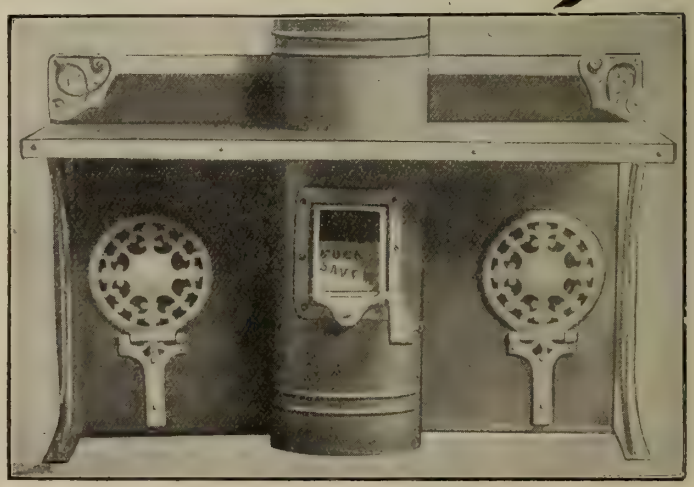


FEATURE No. 2

THE FUEL SAVER

Is just as the name implies. With it the housewife can keep the fire under perfect control at all times and save from 15 to 25 per cent. in fuel bill. Very easily operated. Always reliable.

Let us send you complete description.

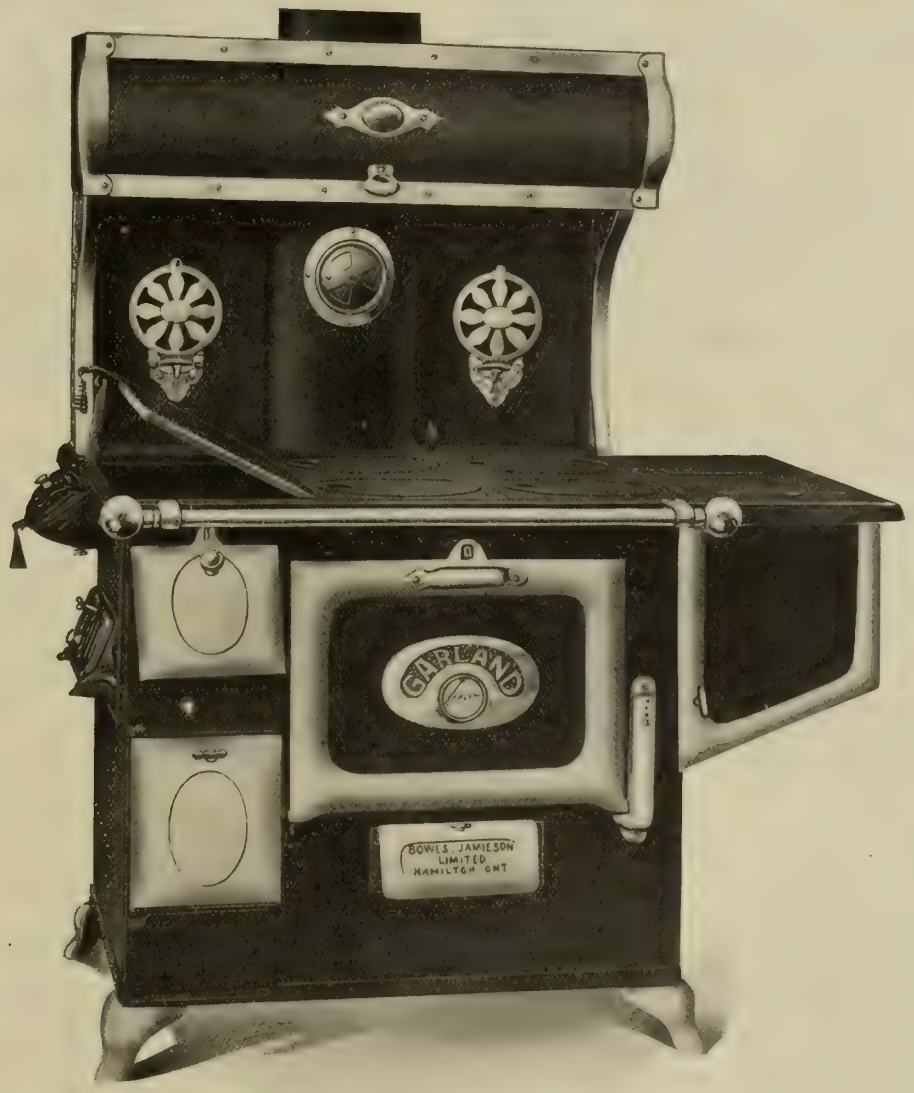


Write for Particulars and Prices

D. J. Barker & Co.

PICTON, ONT.

GARLAND
Stoves and Ranges



DESCRIPTION

Nos.	Covers.	Top.	Oven.	Wood length
8-15 & 9-15	Four 8 in. or 9 in. and two 5 in.	28 x40½	14 x18½x13	21½ in.
8-17 & 9-17	Four 8 in. or 9 in. and two 7 in.	28 x42½	16 x18½x13	21½ in.
8-19 & 9-19	Six 8 in. or 9 in.	28 x44½	18 x20½x13½	23½ in.
8-21 & 9-21	Six 8 in. or 9 in.	30¼x46¾	20¼x20½x13½	28½ in.

Write For Agency

BOWES, JAMIESON Limited

ESTABLISHED 1883 **INCORPORATED 1911**

HAMILTON ONTARIO

N. B. We are making a specialty of supplying Western Canada Jobbers.



The "EMPIRE" Steel Range

is one that will satisfy the most critical of buyers. It has been on the market for years and the number of re-orders that we are constantly receiving prove that our claims have a strong foundation.

It is made of extra heavy polished steel and is handsomely nickeled and built to wear.

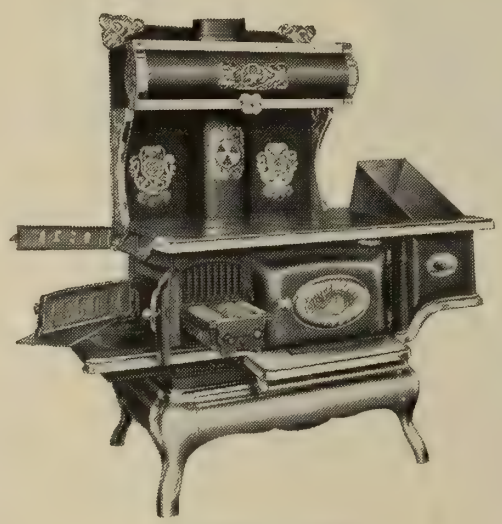
This is our *highest grade steel range,* and, we believe, the best on the market.

It has large flue, perfect fire box, large broiler door and interchangeable grate, and quick heating water reservoir.

It is an ideal range for perfect and rapid heating and baking.

The quality convinces, and its appearance brings *scores of customers.*

Absolutely guaranteed.



EMPIRE QUEEN

EMPIRE QUEEN

Our leading Cast Range—every one of them guaranteed. It has every up-to-date improvement, including thermometer, coal grate easily interchangeable, plain, smooth castings, handsome nickel dress.

Let us send complete catalogue on Furnaces, Stoves and Ranges.

Don't Fail to Pay Us a Visit at the Toronto Exhibition

We will take pleasure in showing you our splendid lines. We will point out clearly why it will pay you to sell our products; also the advantages which make them the choice of "People who know."

The Canadian Heating and Ventilating Company, Limited

OWEN SOUND, ONT.

Agents—Canada Stove & Furniture Co., Montreal, Que. Christie Bros., Ltd., Winnipeg, Man. M. C. Drew & Son, Vancouver, B.C.

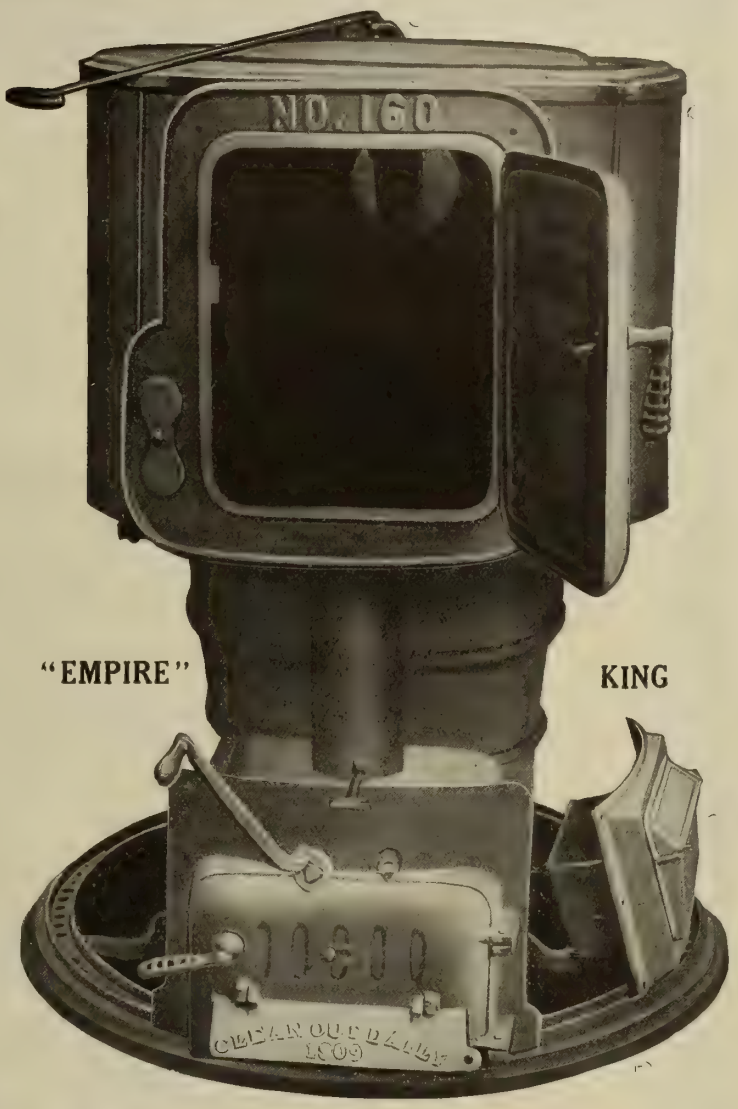
The "EMPIRE King" Furnace

is yielding substantial profits for other hardwaremen—it will do the same for you.

The *"Empire King"* is not an experiment, but a time-tried and thoroughly tested product that has never failed to meet the requirements of a strictly high grade furnace.

It is *durable* and insures an *economical* consumption of fuel.

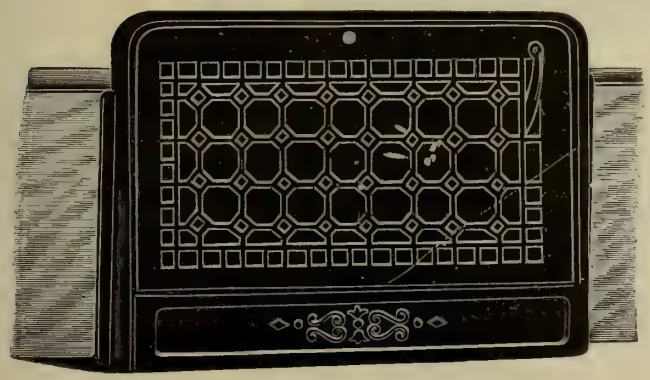
A post card will bring full information. Why not write and get full details and price? We can show you why it is an excellent furnace to offer to the trade.



HOT AIR REGISTERS

The design, construction and finish of these registers, alone, is certain to attract prospective buyers. When quality is considered they have no superior.
The "Empire Special" Register meets the demand for a register with a large opening. Has all the qualities that are required to assure the complete satisfaction of the user. The price appeals to every one. Made in japanned, nickel-plated and oxidized.

Write for particulars and discounts.



MOORISH DESIGN CAST REGISTER
Made in full sizes from 7 x 10 to 12 x 15



EMPIRE SPECIAL
New design, made in full sizes from 7 x 10 to 12 x 15

FINDLAY BROS. Co. LIMITED.

"FAVORITE" STOVES AND RANGES

EVERY dealer knows from experience that there is no other article he sells that will give him more trouble and loss of trade than a poor Range, while on the other hand the sale of a good Range makes satisfied customers, and brings a lot of other business to your store.

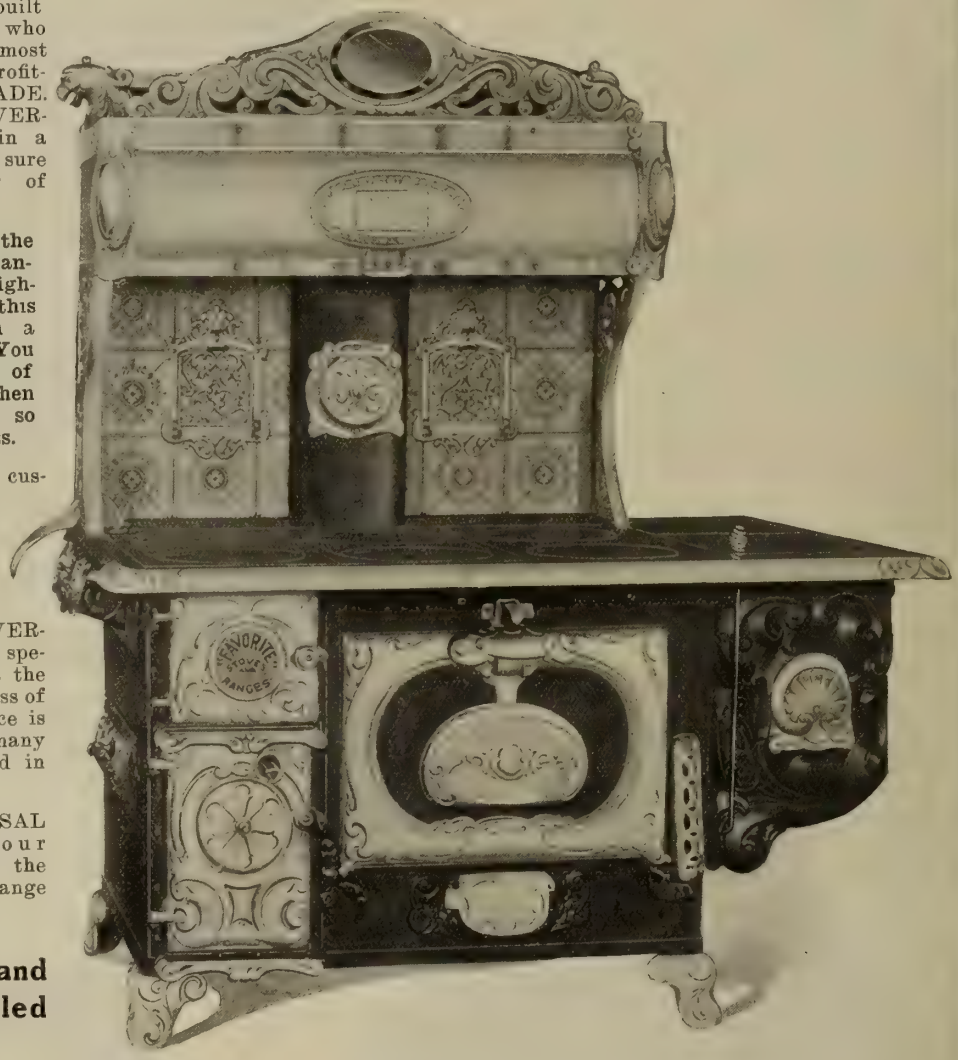
A Range should not be judged entirely from its external appearance. The dealer must rely largely upon the knowledge and responsibility of the maker to know that all internal parts are absolutely correct.

THE UNIVERSAL FAVORITE has built up, for DEALERS who handle them, a most satisfactory and profitable STOVE TRADE. The sale of a UNIVERSAL FAVORITE in a district means the sure sale of a number of others.

The Appearance, the Finish, the Workmanship, and the High-Grade Material in this Range put it in a class by itself. You have the courage of your convictions when selling it, it has so many strong points.

Every Dealer has customers who are willing to pay the price for a Range that will give absolute satisfaction and last for years. THE UNIVERSAL FAVORITE is specially built to meet the demands of this class of buyers, and the price is no higher than many other ranges offered in competition.

Put THE UNIVERSAL FAVORITE on your floor—it will prove the most profitable Range you ever handled.



Catalogue and Price List mailed on request.

FINDLAY BROS. CO., LIMITED

Head Office and Works: - - - CARLETON PLACE. ONT.
Branch House: - 260 PRINCESS STREET, WINNIPEG.

DISTRIBUTING AGENCIES:

H. H. Dryden	Stewart & Co.	D. V. Cope & Co.	Revillon Bros., Ltd.	Geo. D. Horsman
Sussex, N.B.	Toronto, Ont	Calgary, Alta.	Edmonton, Alta.	Vancouver, B.C.

FINDLAY BROS. Co. LIMITED.

"FAVORITE" STOVES AND RANGES

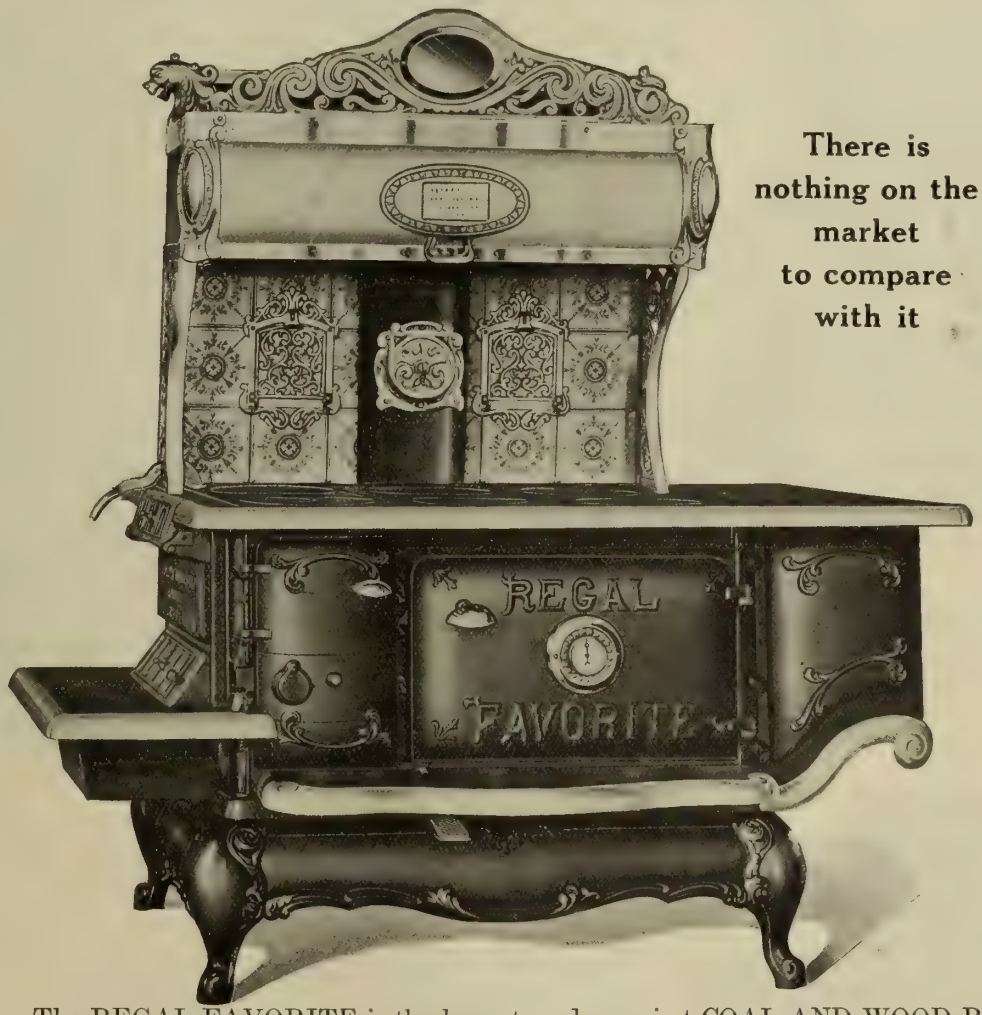
"FAVORITE" STOVES AND RANGES

The creation of

The Regal Favorite

is the result of close study, experience and knowledge of what should constitute a perfect RANGE to suit the requirements of the Canadian People.

It is specially designed and constructed to meet the growing demands for a SIX-HOLE CAST RANGE with an exceptionally large firebox for wood and a well proportioned firebox for coal. ORDER A SAMPLE OF THIS RANGE—EXAMINE IT, WEIGH IT, MEASURE IT, AND TEST IT BY EVERY MEANS.



There is nothing on the market to compare with it

The REGAL FAVORITE is the largest and roomiest COAL AND WOOD RANGE on the market. Burns 27-inch wood. Large Firebox Door Opening. Oven measures 20 x 21 x 13. Roomy Top with Front Hinged Key-Plate. The Loose Locked Nickel Parts are only one of the many new and excellent Features which are embodied in this Range.

This Range is Specially Built to Meet the Requirements for Rural and Farm Homes.

FINDLAY BROS. CO., LIMITED

Head Office and Works : CARLETON PLACE, ONT.
Branch House : 260 PRINCESS ST., WINNIPEG

DISTRIBUTING AGENCIES :

H. H. DRYDEN, Sussex, N.B.
STEWART & CO., Toronto, Ont.
D. V. COPE & CO., Calgary, Alta.
REVILLON BROS., Ltd., Edmonton, Alta.
GEO. D. HORSMAN, Vancouver, B.C.



"SUPREME OAK"

The Producer of Splendid Profits

It is large, strong, and durable, besides being handsome in appearance.

Is fitted with dampers.

Which Absolutely Enable it to Hold Fire Over Night.

Grates are the Patent Triangular Shell Bar Grate, which is without question the best grate for burning coal.

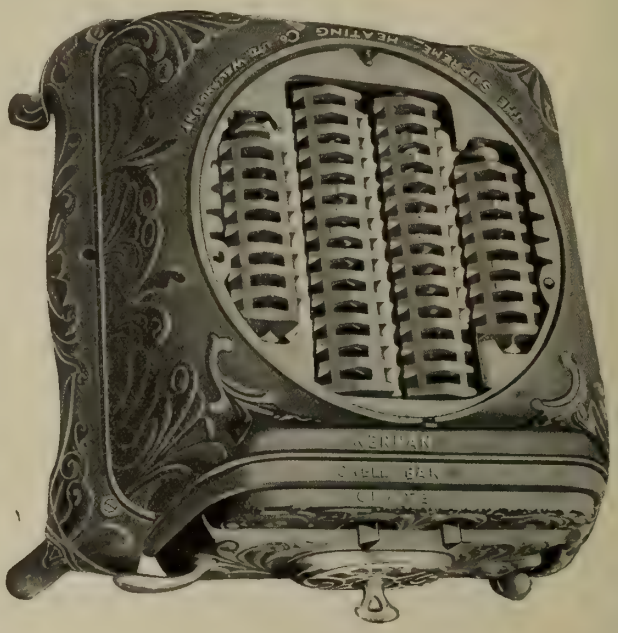
Fifty-seven per cent. of the total fire surface of the grate is air space.

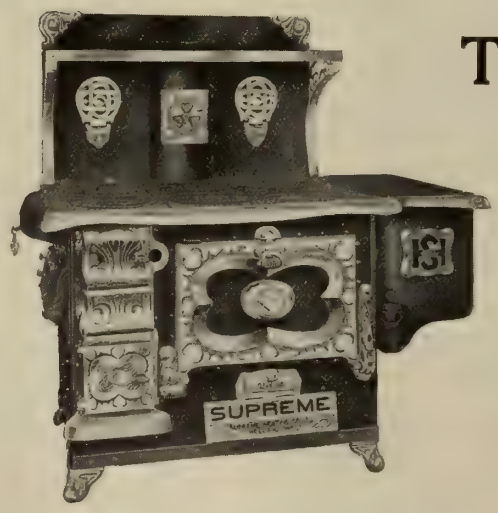
This abundant air supply causes a perfect combustion, which adds 25 per cent. more heat to the fuel gases, and is the reason for no clinker formation.

This free passage of air circulating horizontally through the grate protects it from burning or warping.

Swing nickel top and urn. Deep nickel ring. Nickel foot rails extend all the way around the stove. Double fire doors, lower door with mica. Slide damper in front and wheel damper in back below the collar top. Large corrugated fire pot with straight sides, insuring a perfectly clean fire after shaking.

Extra deep base and large ash pan. Screw draft damper in ash pit door.





THE SUPREME RANGE

Guaranteed to Save 50% in Fuel Bills.

Is not this alone sufficient reason why you should recommend and sell it? And besides saving the fuel it will do better work than any other range. The Supreme is made of the best grade materials by competent workmen. Has large copper tank which holds nine gallons. Waterback will boil 100 gal. tank. Neither waterback nor reservoir affects temperature of oven for baking.

Every Supreme fitted with a Thermometer. Same grate used for both wood and coal.

It is the only range where you have complete control of the draft.

Your customers can have it on 30 days' trial before paying for it. We protect the dealer.

Write us at once for details and prices.

THE SUPREME HEATING CO., LIMITED

WELLAND, ONTARIO

A GOOD INVESTMENT



McClary's "SASK-ALTA" STEEL RANGE

The Housewife is quick to see its advantages.

That's why the SASK-ALTA is the best seller on the market.

Their Quality Sells Them.

A Few of the Leading Features:

McCLARY'S SEMI-STEEL GRATES and LININGS. PATENT DUPLEX GRATES, that get the best out of the coal—Real Fuel Savers. The **BURNISHED TOP**—smooth as glass—needs no blacking—saves dirt and work. The **PATENT BROILER DOOR**—toasting and broiling done without stooping. The **NICKELED OVEN** gives even heat in all parts of the oven—bakes evenly. The **DIRECT DRAFT DAMPER** gives perfect control.

SET THE SASK-ALTA ON YOUR FLOOR. IT WILL CONVINCE CUSTOMERS

McCLARY ON GOODS IS A QUALITY NAME

McClary's

McCLARY'S SHIP QUICK

Toronto Montreal London Vancouver St. John, N.B. Hamilton Winnipeg Calgary Saskatoon

McClary's

CHEF RANGES
and
KITCHEN EQUIPMENT
for
HOTELS
RESTAURANTS
INSTITUTIONS, Etc.

Enquiries Solicited
Plans and Specifications Furnished

McClary on goods is a Quality name.

McClary's

McClary's Ship Quick

Toronto Montreal London Vancouver St. John, N.B. Hamilton Winnipeg Calgary Saskatoon

FOR THE CAMP OR FARM

McClary's

"ALGOMA"

Steel Range

Shown with our new 32 gallon Open Hot Water Tank

Especially adapted for use where gravitation water is not available



The "ALGOMA" is recognized as the most serviceable and lasting Range of its class. The Oven is specially large and the cooking capacity of the range enormous.
The new McClary open Hot Water Tank assures a plentiful supply of boiling hot water.

YOU CAN MAKE GOOD PROFITS AND SATISFIED CUSTOMERS

McClary on Goods is a QUALITY Name.

McClary's

McClary's SHIP QUICK.

Toronto Montreal London Vancouver St. John, N.B. Hamilton Winnipeg Calgary Saskatoon

W. FRANK MURPHY

MANUFACTURERS' AGENT

SOLE CANADIAN REPRESENTATIVE:

The London Emery Works Co.
LONDON, ENGLAND
"ATLAS" BRAND
EMERY CLOTH, SAND PAPER,
GARNET PAPER, GLASS PAPER,
EMERY, in ten pound packages,
"FLORA" KNIFE POLISH
FOUNDRY MACHINERY.

The J. Milton Hagy Waste Works
PHILADELPHIA, PA.
"FIDELITY" BRAND
WHITE COTTON WASTE,
COLORED COTTON WASTE,
WOOL PACKING WASTE,
SPECIAL AUTOMOBILE WASTE.
ALL GRADES—ANY SIZE BALES.

THE BALTIMORE OAKUM CO.
BALTIMORE, MD.
PLUMBERS' OAKUM, NAVY OAKUM, ROPE OAKUM.

WESTERN AGENT:—
THE PACIFIC IRON WORKS,
VICTORIA, B.C.

55 ST. FRANCOIS XAVIER ST.
MONTREAL, CAN.

The Sportsman Knows—

COGSWELL & HARRISON LOADED SHELLS

Are Strong Shooting and Reliable.



He knows that these shells *never fail* to shoot up to the full strength of the load used. Their reputation and high standing with sportsmen have been won by consistent performance for over a quarter century.

LOADED WITH
Black Powder—Common Shot and Smokeless Powder—Chilled Shot
10, 12, 16 and 20 Gauge

Smokeless shells are loaded with the celebrated Vicmas Smokeless Powder, and are especially made to work in American Repeating or Pump Guns. The heads are reinforced, making them doubly secure, *a feature possessed only by* COGSWELL & HARRISON SMOKELESS SHELLS.



FURNISHED IN THE FOLLOWING BRANDS:

ARDIT—Black Powder Shell
KONOR—Smokeless Powder Shells.
NEW EXCELTOR
NITRO—Steel Lined
STELOR "
} Smokeless Powder Shells

Wholesale Distributors
LEWIS BROS., Ltd., Montreal. McLENNAN, McFEELY & CO., Ltd., Vancouver

T. MOORE & SON CANADIAN AGENTS MONTREAL

The "Good Cheer"

The Steel Range De Luxe

Design Registered



Easily the Handsomest Range in Canada and fairly bristling with good talking points.

The James Stewart Manufacturing Co., Limited

WOODSTOCK, ONTARIO

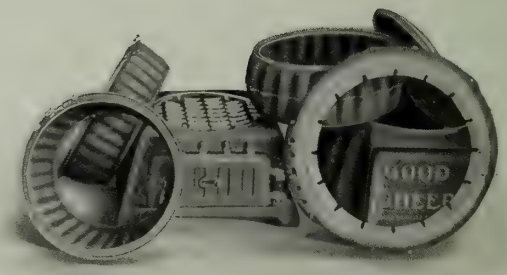
Western Warehouse:—156 Lombard Street, WINNIPEG, MANITOBA

The "Good Cheer"

Hard Service Heater



Can't help being a powerful heater. Just look at the immense radiating surface, air blast ring, roller grates, high ashpit and its sectional construction—no bolts, simply pyramids in sections.

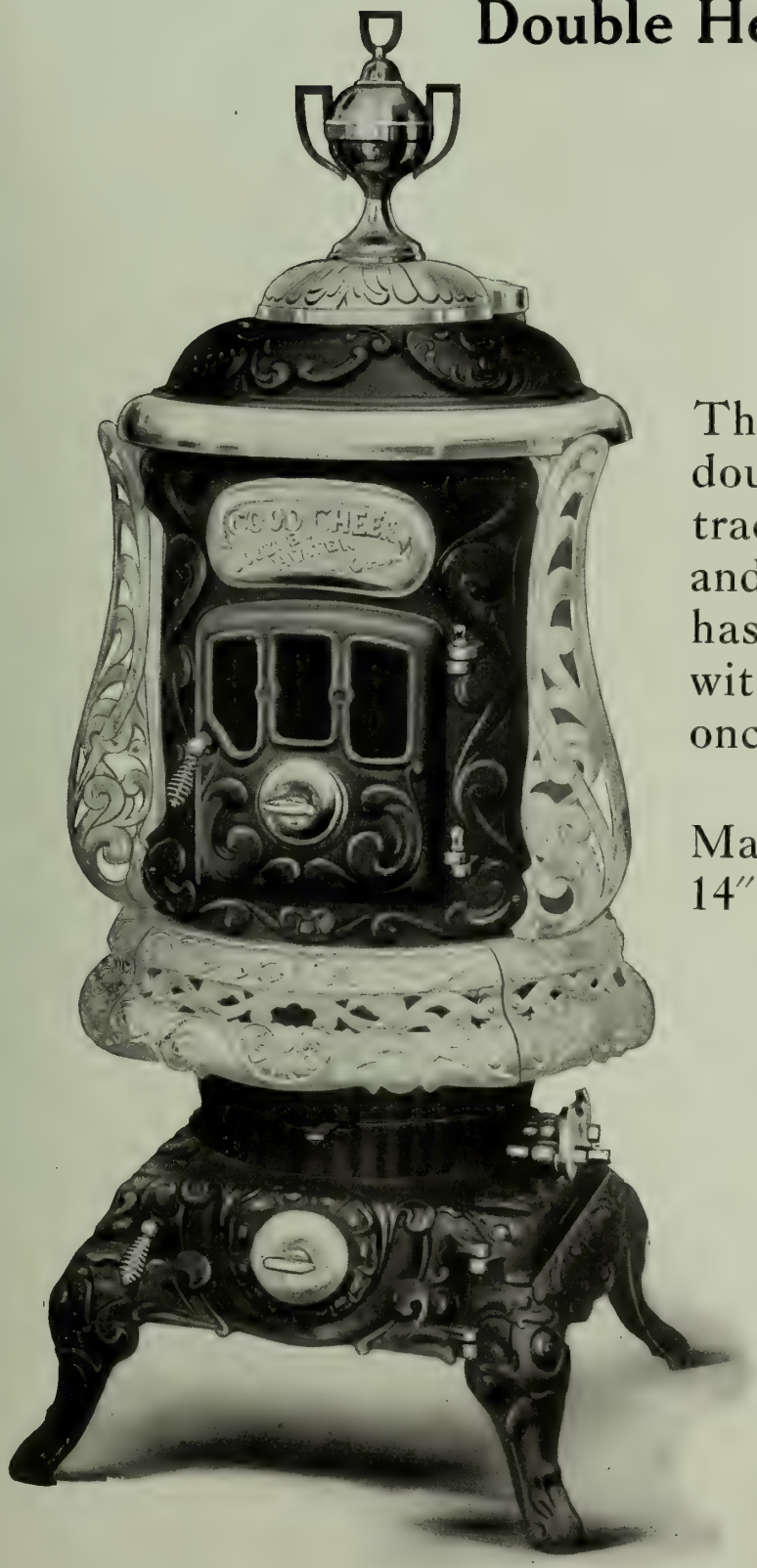


Two sizes: No. 517, 17 in. pot; No. 520, 20 in. pot.

The James Stewart Manufacturing Co.,
Limited
Woodstock, Ontario
Western Warehouse, 156 Lombard Street, Winnipeg, Manitoba

The "Good Cheer"

Double Heater Oak



The Good Cheer, with its double heating feature, attractive design, duplex grates and solidity of construction, has become a staple heater with every dealer who has once stocked it.

Made in two sizes:---No. 154, 14″ pot, No. 156, 16″ pot.

The James Stewart Manufacturing Co.
Limited

Woodstock - Ontario

Western Warehouse:—
156 Lombard St., Winnipeg, Man.

THE "GOOD CHEER"

The Furnace with

The Circle Waterpan



THE ONE FURNACE WHICH HAS AT LAST MADE POSSIBLE A REALLY DELIGHTFUL, INVIGORATING AND HEALTHFUL WARMTH

The JAMES STEWART MANUFACTURING CO., Limited

WOODSTOCK - - ONTARIO

Western Warehouse—156 Lombard Street, Winnipeg, Man.



Made in 4 sizes and several styles

DAVIDSON'S

"PREMIER MARATHON" STEEL RANGE

IS WORTH KNOWING

It has the real genuine sparkle and measures up exceedingly well with other ranges.

It is not extravagant in price, and it is always desirable for the sake of your business reputation to steer your customers away from the cheap competitive makes by calling their attention to the reliability of the "Premier Marathon," which on account of its classy appearance and many other good features, can be sold at a price which allows a good profit for your trouble and is fully guaranteed to give lasting service and satisfaction to the user.

WRITE to-day for catalogue with illustrations and prices.

We are also makers of the Celebrated Brands of

"COLONIAL" and "PREMIER" ENAMELED WARE

Cooking utensils in these wares cannot be beaten, and a well assorted window display will prove a paying attraction and show there is refined elegance even in a kitchen outfit.



The THOS. DAVIDSON MFG. CO., Limited

MONTREAL WINNIPEG TORONTO

BAXTER BANNER STOVES



Business Will Come Your Way!

IF YOU SELL

BAXTER BANNER STOVES

They move quickly and profitably because they have so many special features which appeal to your customers.

Ninety per cent. of all the lines of Gas Ranges on the market are so nearly alike that if the name plates were removed you could scarcely tell them apart. Consequently the dealers handling these lines **all** have practically the same "talking points." It then becomes a question as to who will cut his price the lowest to secure the business.

BAXTER BANNER GAS RANGES

are equipped with many patented, **exclusive** selling features which your competitor cannot get. With Banner Gas Ranges you get your price every time.

A splendid profit on every sale, and every range sold helps sell another. Don't let your competitor step in ahead of you and secure the agency for this quick-selling, profit-making line.



"Cake like mother used to make" is EASY with this range.

Some of Our SPECIAL FEATURES

Patent divided glass oven door enables you to see all the baking all the time. Glass guaranteed against breakage. The greatest selling feature ever put on any range.

Beautiful, sanitary ebony enamel Japan finish in both body and castings. **Single oven burner,** one burner serves for **both** oven and broiler. **All Banner Gas Ranges guaranteed absolutely explosion proof.**

Gas bills with **Banner Ranges are from 25 to 50% lower.**

A BANNER GAS RANGE WILL SAVE ENOUGH ON GAS BILLS TO PAY FOR ITSELF IN FROM ONE TO TWO YEARS!

Because the top and oven burners mix with the gas and consume over **3 times as much air** (which costs nothing) as the average gas range on the market.

WE WANT TWO JOBBERS—

One in the East, One in the West, to handle BAXTER BANNER STOVES in Canada.

In addition to Gas Ranges we make a full line of Malleable Ranges, Steel Ranges, Cast Ranges—all for coal or wood—Coal Heaters of all kinds, Wood Heaters, etc.

We have an unusually attractive jobbing proposition. Write us to-day!

BAXTER BANNER STOVES

The Baxter Stove Company

MANSFIELD, OHIO

Minneapolis St. Louis Lincoln Des Moines

BAXTER BANNER STOVES

"TREASURE" STOVES and RANGES

3 Leaders in Base Burners

All our **Base Burners** are **Double Heaters. The Art Treasure is the only Base Burner with oven on the market that takes the cold air directly from the floor.** Examine them for yourself. This alone makes it superior to any other Base Burner.



"Empire Treasure" P.C.

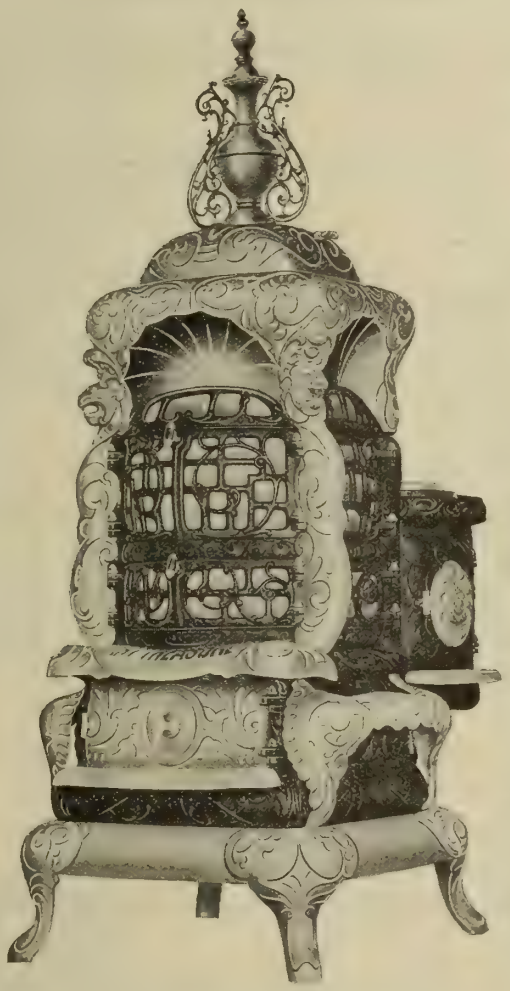
NICKEL

Whitest, Brightest and Longest Lasting.

Every one is fully guaranteed to give perfect satisfaction.

Order now and be sure of prompt delivery.

16 different styles and sizes of Base Burners.



"Art Treasure" with Oven

It will pay you to keep samples of Treasure Stoves on your floor.

They are the easiest sold, give best satisfaction, easiest to work, lightest on fuel, and are money makers for the dealer.



"Crown Treasure" B.B.

A complete line of TREASURE STOVES and RANGES will be at the Toronto, London and Ottawa Exhibitions. Do not fail to look them up. Our travellers will be there to give you personal attention.

The D. MOORE COMPANY, Limited

HAMILTON - - ONTARIO

MERRICK ANDERSON CO., Winnipeg, Man. **JOHN BURNS, Jr., Vancouver, B. C.**

Your Lady Customers

Will Buy

ANTI-DUST

SWEEPING COMPOUND

And Every Can Sold Procures a Regular Customer



THE OLD WAY

Floors Clean

Carpets Bright

All Disease Germs Killed

Homes Fresh and Sweet



THE NEW WAY

Sapho Anti-Dust makes sweeping a pleasure. By its use all the dust is collected instead of being swept into the air; all the germs are killed, and Sapho Anti-Dust is the only sweeping powder that contains ingredients that will positively destroy insects and microbes.

ANTI-DUST PRESERVES CARPETS.

There is Good Profit for the Dealer and Big Sales are Certain.

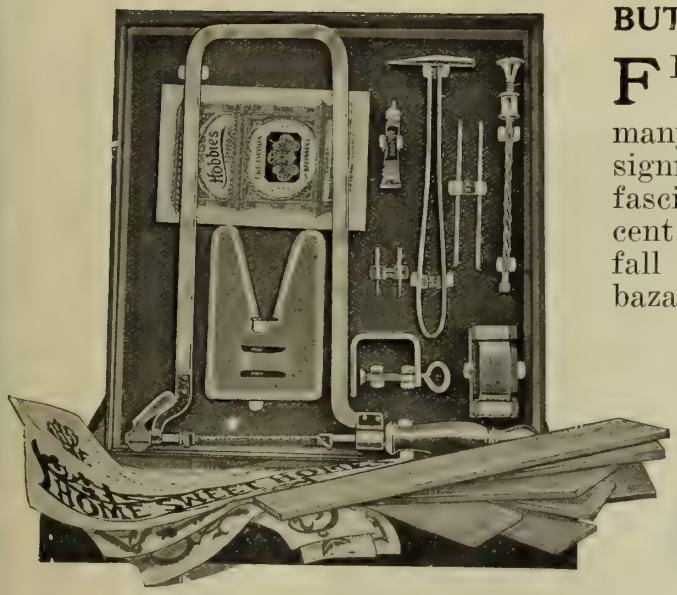
SAPHO MFG. CO., Limited

MONTREAL : : CANADA

MacLaren Imperial Cheese Co., Limited, Toronto

DISTRIBUTORS FOR ONTARIO

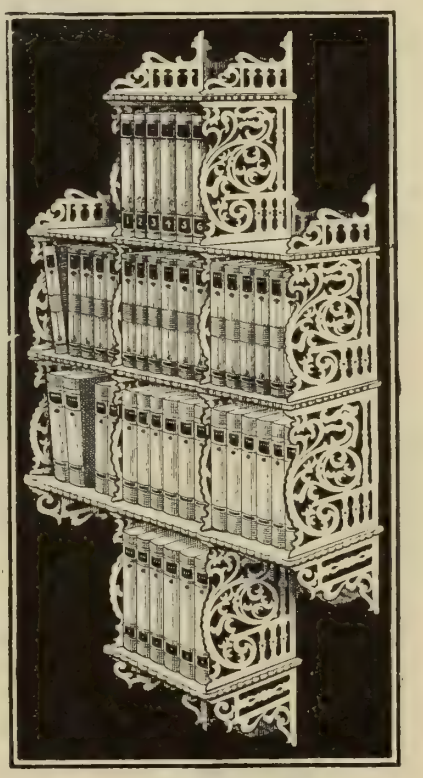
THIS IS THE TIME TO LAY PLANS FOR THE WINTER DOLLAR HARVEST



BUT YOU'LL NEED TO HUSTLE A BIT

FRETWORK is becoming as popular in the Dominion as in the Old Country, and many hardware stores are shipping big consignments of "Hobbies" specialties for this fascinating pastime. They find these magnificent outfits marvellous sellers all through the fall and winter months, and for Christmas bazaar lines, well—

THEY MOVE



Designs for fretwork also "move" during the next few months. Our designs cover an enormous range of subjects, from a full size Japanese fiddle to model tramcars and engines. By keeping a stock of designs you get a "grip" on the man with money—the craftsman—and you can soon induce him to spend.

Fretwork designs offer the greatest inducement you can put before him.



Let us mail you free a copy of our catalogue of over 200 pages, descriptive of "everything for the craftsmen." The terms we offer are exceptionally good. We shall be pleased to consider exclusive territorial agencies, and to agents we appoint on these terms we give every assistance possible.

HOBBIES, LTD. DEREHAM: ENGLAND

T.F.R.

THE STRATFORD MFG. CO. LTD.

"Stratford" High Quality Ladders

Are Pleasing in Appearance, very Durable and Highly Efficient.

Sell Quickly at Good Profits

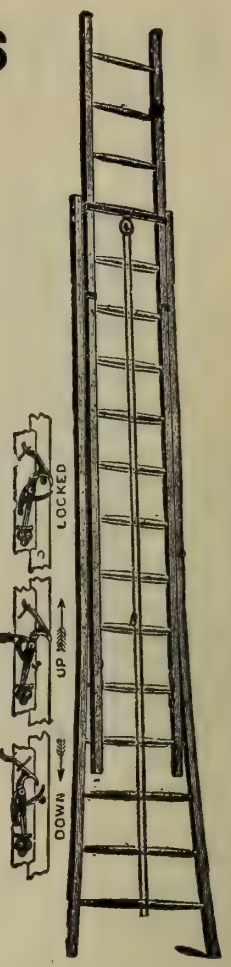


SINGLE FRUIT LADDER

Made from clear well seasoned stock with Rock Elm Rounds, by skilled workmen, with the aid of latest improved machinery. Made in 8, 10 12, 14, 16, 18, 20, and 22 ft. lengths.



"THE PERFECT" Fruit Step Ladder.



ROPED EXTENSION LADDER

Automatic Hooks that lock at every round and unlock between rounds. Easily converted into **two Ladders.** Highest grade material used.



The "HERCULES"

A combined fruit and general purpose ladder that has met with the marked approval of Fruit Growers throughout the country, having been found to be the **Most Perfect** and **Convenient Ladder** ever devised for the purpose of gathering fruit.

Made in six lengths:—

6 ft. step extend to 11 ft.
8 " " " " 15 "
10 " " " " 19 "

The "HERCULES" Step Ladder

Each step is specially fastened and trussed. It is equipped with the **"Faultless" Lock,** which makes it impossible for the ladder to open or close while in use. Absolutely rigid and of the best quality materials. Is a good year round seller. **Guaranteed** to your satisfaction.

If you you are not selling this splendid line it will pay you to **stock a trial order** and **watch the results.** They will surprise you.

Write for catalogue and full particulars.

The Stratford Mfg. Co., Ltd

STRATFORD, - - - ONTARIO, CANADA

A NEW HECLA FURNACE CATALOGUE

is just off the press, and if you have not already received a copy, send a card and we shall mail you one immediately.

The catalogue explains in detail the value not only to the dealer but to the consumer of those distinctive features of HECLA Furnace construction, such as Fused Joints, Steel Ribbed Fire Pots, Circular Water Pan, Cast Iron Combustion Chamber, Individual Grate Bars, etc., and shows how their advantages can be clearly and convincingly explained to a prospective buyer.

The present popularity of the HECLA Furnace is founded on its success in operation—a success that is general from the Atlantic to the Pacific. The good will created by the many thousands of HECLA heated homes all over the country and the influence of the widespread and systematic advertising which we are doing in the newspapers and magazines throughout Canada is of inestimable value to the men who install HECLA Furnaces.

Moreover, we carry large stocks of HECLA Furnaces not only at Preston, but at convenient shipping points throughout Canada, from which prompt delivery can be made.

There are still some points where we have no agencies. If there is no HECLA dealer in your town, write for a catalogue and get our proposition. We can not only help you sell furnaces, but help you sell them at a profit.

Clare Bros. & Co., Limited, Preston, Ont.

Branches:

Clare & Brochest, Limited, Winnipeg.
Race, Hunt & Giddy, Edmonton.
Reynolds & Jackson, Calgary.
J. M. Kains & Co., Vancouver.
The Mechanics Supply Co., Quebec, Que.

HECLA WARM AIR FURNACES



Hecla Features that Make Sales Easy

HECLA Patent Fused Joints.
(No gas or dust)

Steel Ribbed Fire Pots (Patented)
(Save one ton of coal in seven)

HECLA Cast Iron Combustion Chamber.
(Makes for durability)

Individual Grate Bars.
(Make cleaning easy)

Circular Water Pan
(Even distributing of moisture)

No.	Dia. of Fire Pot	Size of Fire Door	Capacity
116	16 in.	12x13 in.	10,000
119	19 in.	12x13½ in.	15,000
122	22 in.	12x14½ in.	25,000
125	25 in.	12x14½ in.	35,000
128	28 in.	12x14½ in.	60,000

Write for New Catalogue

Clare Bros. & Co., Limited, Preston, Ont.

Branches:

Clare & Brockest, Limited, Winnipeg.
Race, Hunt & Giddy, Edmonton.
Reynolds & Jackson, Calgary.
J. M. Kains & Co., Vancouver.
The Mechanics Supply Co., Quebec, Ont.

A New Line of Peninsular Oaks

THE HERO OAK

Plain Finish



Nickelled Finish



This new line of OAK Stoves follows the popular fancy for castings without any deep carving.

The illustrations display the attractive character of the design. The doors are large and the durable bar grate is used. The price is equally as attractive as the design.

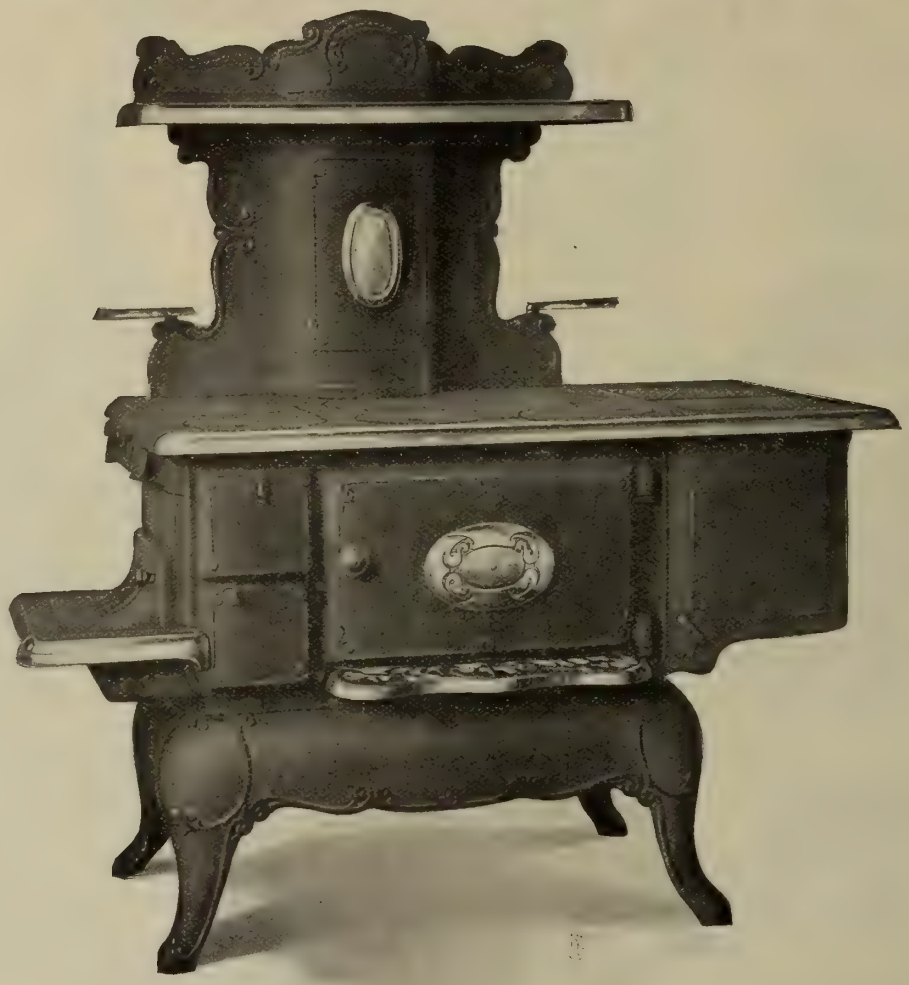
No.	Diameter of Body	Weight Plain	Weight Nickelled.
12	12	100	110
14	14	120	130
16	16	140	150

Clare Bros. & Co., Limited, Preston, Ont.

Branches:

Clare & Brockest, Limited, Winnipeg.
Race, Hunt & Giddy, Edmonton.
Reynolds & Jackson, Calgary.
J. M. Kains & Co., Vancouver.
The Mechanics Supply Co., Quebec, Ont.

A NEW PENINSULAR RANGE



The Alert Peninsular

This is a new moderate priced Cast Iron Range with four or six-hole top, oven 18 in. square, duplex grates and loose nickel trimmings. It is a very attractive range, and will be a good seller.

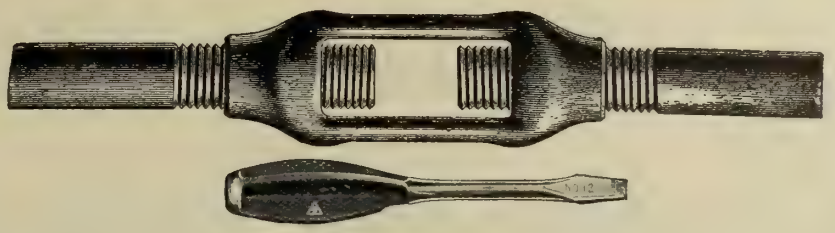
No.	Covers	Size of oven
49-18	4-9 inch	18 x 18 x 11
68-18	6-8 inch	18 x 18 x 11

Clare Bros. & Co., Limited, Preston, Ont.

Branches:

Clare & Brockest, Limited, Winnipeg.
Race, Hunt & Giddy, Edmonton.
Reynolds & Jackson, Calgary.
J. M. Kains & Co., Vancouver.
The Mechanics Supply Co., Quebec, Ont.

TRADE MARK



TRADE MARK



"All Steel"
SCREW DRIVERS
WRENCHES
TURNBUCKLES
PLIERS, ICE PICKS
AUTO KIT IN BAGS Etc.
SPECIAL
DROP FORGINGS
Of All Kinds







The Hardware That Assures Re-Orders

Our goods combine all the essentials that are required to meet the approval of both dealer and user.
In quality, workmanship and design, we believe, they are far from being equalled.
You don't have to take our word for it. Write us for a **sample order** and **be convinced.**
Write for complete catalog—it is certain to interest you.



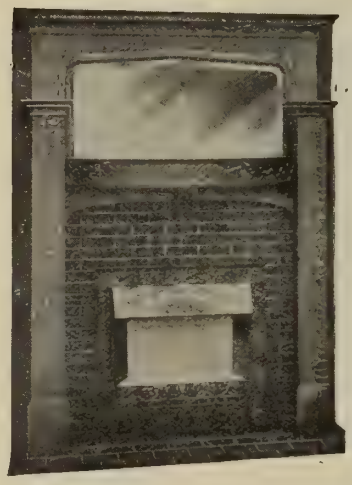
CANADIAN BILLINGS & SPENCER
Limited
WELLAND, ONTARIO

FRIEND—

HARDWARE DEALER!

JUST A LITTLE PAUSE HERE

Why do we address you as friend? Because we know that one transaction with us will make you our friend. Our methods, prompt shipments, quality goods—all aid in our friend-making campaign.



Wood Mantels—70 Patterns

Any Finish

Grates for Coal, Gas or Electricity

Baskets, Andirons, Fenders, Fireplace Furnishings of all kinds

Tile Work in all its Branches, for Floors, Walls and Fireplaces

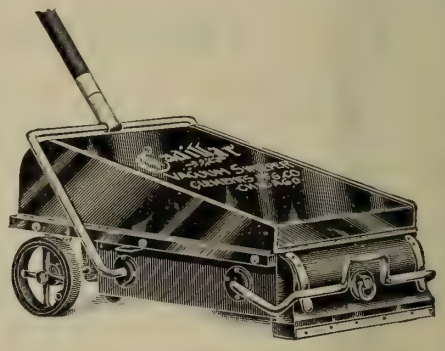
WRITE FOR OUR CATALOGUE
OUR PRICES ALLOW YOU LONG MARGINS

THE

Windsor Vacuum Sweeper

Works like a carpet sweeper. Power is generated from axle in such a way that the suction is continuous. Weighs only nine pounds. Can be retailed cheaper than any Vacuum Cleaner on the market. About 50% in it for you.

WRITE FOR DESCRIPTIVE MATTER



The Barton-Netting Co., Ltd.

38 Ouellette Ave., Windsor, Ont.

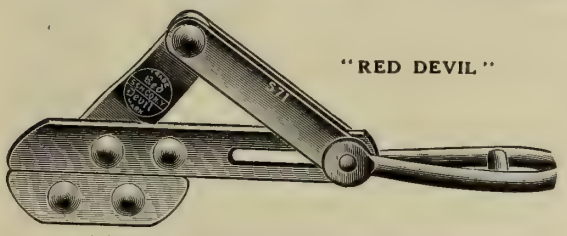
Gas and Electric Fixtures, Mantels, Grates, Tiles and Fireplace Furnishings

Our Motto: "QUALITY"

Reputable Tools

FOR LINEMEN, ELECTRICIANS
AND GENERAL MECHANICS.

"RED DEVIL" Trade Marks **"STORM KING"**



CABLE GRIPS—20 Sizes and Styles



SIDE CUTTERS
Over 400 Sizes.

"RED DEVIL"



Drop Forged Steel
HAVENS CLAMPS
2 Sizes.

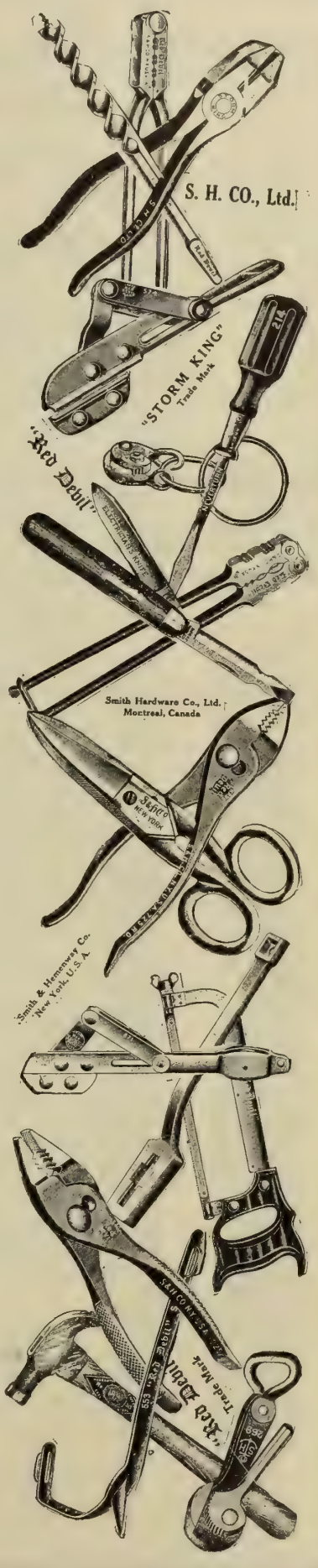
"RED DEVIL"



DOUBLE PURCHASE TOOL
In 3 Sizes, for all sizes of wire.

- LINESMENS' BELTS
- SAFETY STRAPS
- PLIERS
- NIPPERS
- CONNECTORS
- SNIPS
- AUGER BITS
- COMEALONGS
- HACK SAWS
- CLAMPS
- SPLICERS
- CLIMBERS
- WRENCHES

SEND FOR OUR NEW
GREEN BOOK
OF HARDWARE SPECIALTIES.
Just off the Press.



Smith Hardware Co., Limited

240 LEMOINE STREET, MONTREAL

Spear & Jackson



"THE NAME'S THE GUARANTEE"





171-A Secret Process VANADIUM Steel

Saws, Files and Edged Tools

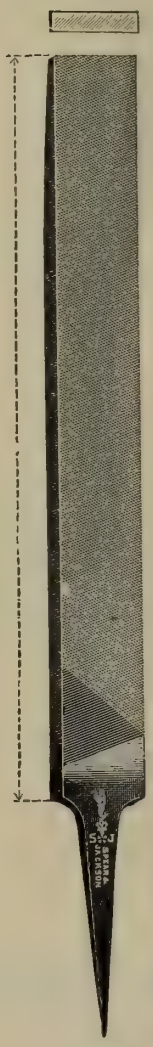
Hand File



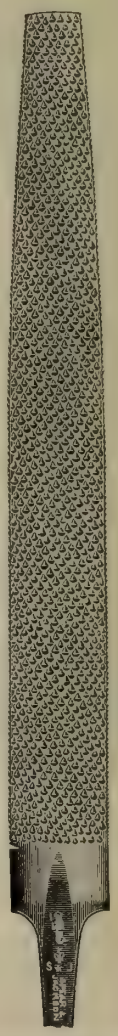
F 127—
3 Square File



F 122—Mill Saw File one round edge.



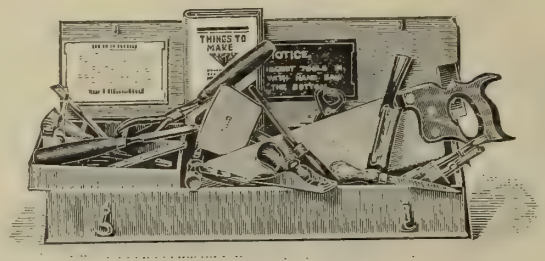
F 21—Half Round Rasp



Every dealer should investigate the selling qualities of our **High Grade Goods.**

They are backed by our Iron-clad guarantee and 130 years experience.

Get acquainted with our goods NOW, every day you put off investigating, you are losing good profits.



No. 5a. Containing 22 Tools.

Spear & Jackson, Limited

SHEFFIELD, England

FRANK H. SCOTT, Agent for Canada

CORISTINE BUILDING, MONTREAL



Our New Catalogue in Canadian Currency is Now Ready and Will Be Sent on Application to Any Wholesale Firm

AGENTS:—McCLELLAND BROTHERS, BIRMINGHAM



The Greener "Empire" Gun is made in the most completely equipped sporting gun factory in the world, under the direct supervision of Expert gun manufacturing Sportsmen, who know exactly what "Gunners" require.

It has been specially designed for the Canadian market, and is just the gun for your trade. It carries the Greener guarantee, an aggregate experience of over a century's gunmaking. The "Empire" gun possesses all the well known "Greener gun" features—Treble Wedge Fast Action, the strongest extant—Greener Side Safety — and Greener choke boring, world renowned for hard hitting and far shooting.

The action and Breech mechanism have several unique points—the patented lock system gives maximum efficiency with minimum friction.

A Sound Screwed joint pin braces the action together, and the Broad solid joint means lasting wear.

The gun is well proportioned, handles and balances perfectly; its finish is simple, but every part is accurately adjusted, its qualities lying rather in the services it can render than unnecessary showiness. It retails at a price ($63.00), within the reach of every man who wants a good gun.

We are filling orders daily from our Montreal stock, but you must send along now if you want these guns for your "fall" trade.

List 30 post free.

W. W. GREENER

63-65 BEAVER HALL HILL, MONTREAL, P.Q.



EVERY HARDWARE DEALER SHOULD CARRY THIS PUMP IN STOCK ALWAYS

The Fairbanks-Morse Eclipse Pumper consists of a powerful Fairbanks-Morse gasoline engine mounted on the base of a special Fairbanks-Morse Pump Jack. It will pump from 200 to 2,300 gallons per hour, depending on depth of well and style of pump. It uses about one pint of gasoline per hour.

The Eclipse Pumper frees the farmer from the labor of pumping by hand and makes him independent of wind or weather. It can be attached to any windmill pump without special attachments.

The Eclipse Pumper makes it possible to have a modern water-works system and all the conveniences that go with it at a very low cost. It has solved the water problem for country homes and is so simple a child can run it. Every Eclipse Pumper is guaranteed by us. Write to our nearest Branch for details.



We are also agents for the Goulds Mfg. Co.'s line of pumps. Every hardware dealer has a call for small hand pumps. Let us send you catalogue describing this line. It will interest you.

The Canadian Fairbanks-Morse Company, Limited

Montreal Toronto Ottawa St. John Calgary
Saskatoon Winnipeg Vancouver Victoria



No. 1717
"Peerless"
Hanger



The "Peerless" Fastener, No. 1719

SCHROEDER'S
PATENT
"Peerless" Hangers and Fasteners
Long Looked For Conveniences



"Peerless" Hanger
Applied

BE PREPARED

For the winter season by stocking a number of "Peerless" Hangers and Fasteners. They are real profit producers.

Any person can hang a "Peerless" Storm Sash without the use of a ladder, nails, screws, or tools. When Storm Sash is hung with "Peerless" Hangers they stay where they have been placed and cannot rattle or blow off. The "Peerlesss" fastener holds the sash rigidly when required for ventilating and cleaning and cannot accidentally be displaced.



Showing the convenience
[illegible] Peerless"

Builders' Hardware
HINGES, BUTTS, HASPS ETC.

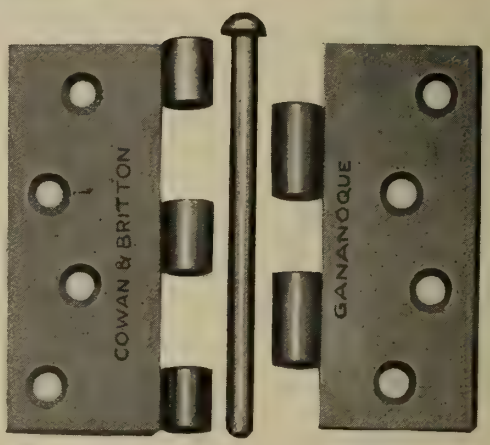
Of The Highest Quality

Ask your jobber for "PEERLESS" Hangers and Fasteners; if he cannot supply you write us direct.

With these goods you can sell them with confidence that they will give your customers the utmost satisfaction.

Our up-to-date facilites enable us to produce hardware of unexcelled quality at a very reasonable price.

Over 50 years' experience and reputation and our guarantee back every order that we ship.

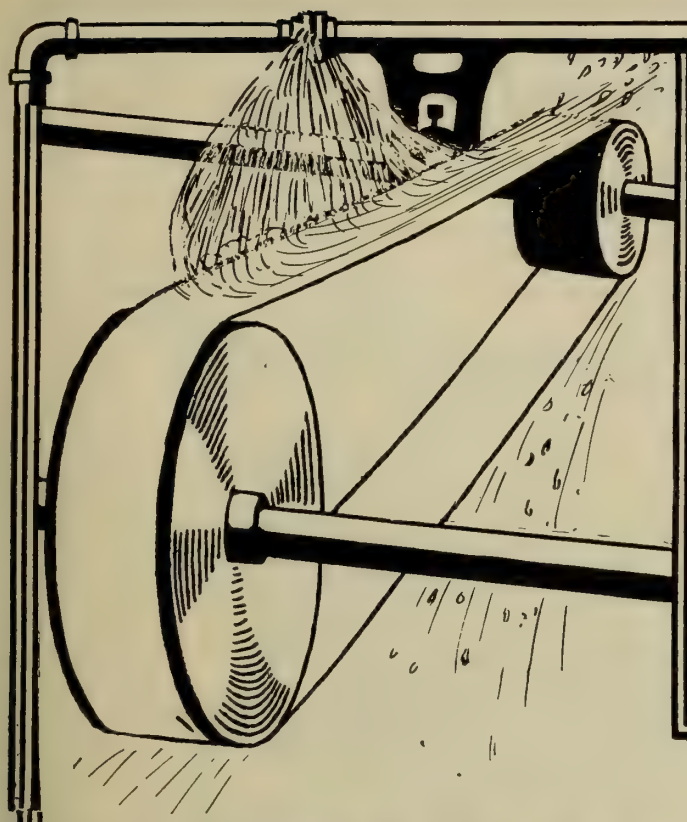




GIVE THEM A TRIAL

Write For Samples and Prices.

COWAN & BRITTON, Gananoque, Ontario



"AMPHIBIA"
WATERPROOF
LEATHER
BELTING

"AMPHIBIA"

WATERPROOF

THRESHER BELTING

Is a Very Good Line to Handle Just Now

There is no belting just like it. There is no thresher belting which will give the same satisfaction as this. It is specially made to stand every kind of hard wear, and it is just as good when wet as it is when dry; in fact it thrives on wet weather. None but the very finest of first-class oak water-proof leather is used in its manufacture, and we positively guarantee that it will not come apart when wet.

There are many imitations of **Amphibia Thresher,** but there are none of them anywhere near our product in the matter of quality, and as for prices, you will find ours to compare very favorably with others.

Give your customers belting that will perform the service required of it. The gain will be yours.

You might just as well stock the best, when It costs no more than the inferior kinds.

SADLER & HAWORTH

ESTABLISHED 1876

MONTREAL, 511 William Street TORONTO, 27 Melinda Street
ST. JOHN, N.B., 89 Prince William Street WINNIPEG, 244 Princess Street VANCOUVER, B.C., 217 Columbia Ave.

Morrisburg Tack Manufacturing Co.
Limited

MANUFACTURERS OF TACKS AND SMALL NAILS OF EVERY DESCRIPTION

FALL IS HERE

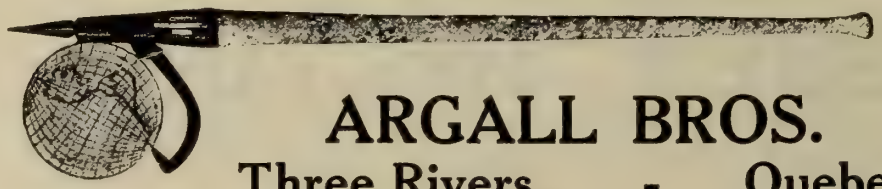
and trade indications are that it will break all records. This means that the manufacturer will be very busy, and we would remind our customers to replenish their stock of Tacks and Nails, and order early to insure prompt shipments.

Branch Office and Warehouse,
MONTREAL, Que.

Head Office and Works,
MORRISBURG, Ont.

RESIDENT AGENTS,

Vancouver, B.C.: B. C. Leather Company Limited
Winnipeg, Man.: J. A. McEwan
St. John, N.B.: W. A. Maclauchlan.

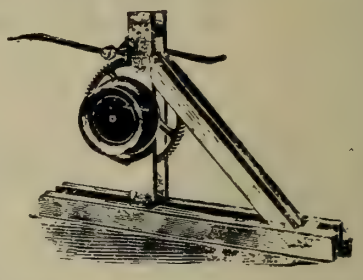


Established 1860

ARGALL BROS.
Three Rivers, - Quebec

MANUFACTURERS OF
ALL KINDS OF LUMBERING TOOLS.

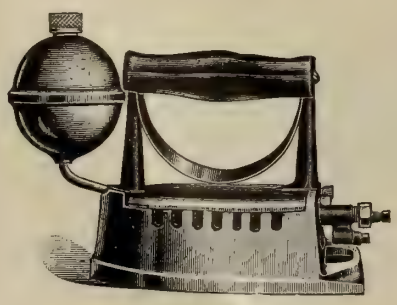
Stock Argall's tools and have the best.



Write for Prices, Etc.

Long Distance Phone 441

AN IDEAL IRON IS THE "IDEAL"



Hardware dealers who stock the **"IDEAL" Self Heating Sad Iron** will find it one of the best sellers for many reasons—principally because it is reasonable in price and gives absolute satisfaction under all conditions. It always has the right amount of heat at the right time—in the right place—and in addition, the heat can be increased or decreased, as desired.

BETTER SEND FOR CATALOGUE AND ASK US OR YOUR JOBBER FOR PRICES.

THE IDEAL SAD IRON MFG. CO., Cleveland, Ohio
Sixth City



"QUICKER YET" WASHERS

HAND, GASOLINE POWER, WATER POWER AND ELECTRIC

SAVE LABOR, SAVE CLOTHES, MAKE PROFITS!

Competition is something with which every dealer must contend. The successful merchant handles that line which gives greater satisfaction than that handled by his competitor.

The "QUICKER YET" is the Washer which has the Governor Ball System of Motive Power, easy to start with a load and does two-thirds of the work—the Automatic Adjustable Dolly — no disconnections to make to open the lid—absolutely no dead centres—breakable parts made from Pressed Steel and Malleable castings. To stock it means "Quick Profits." Drop us a postal and we will send you further information.

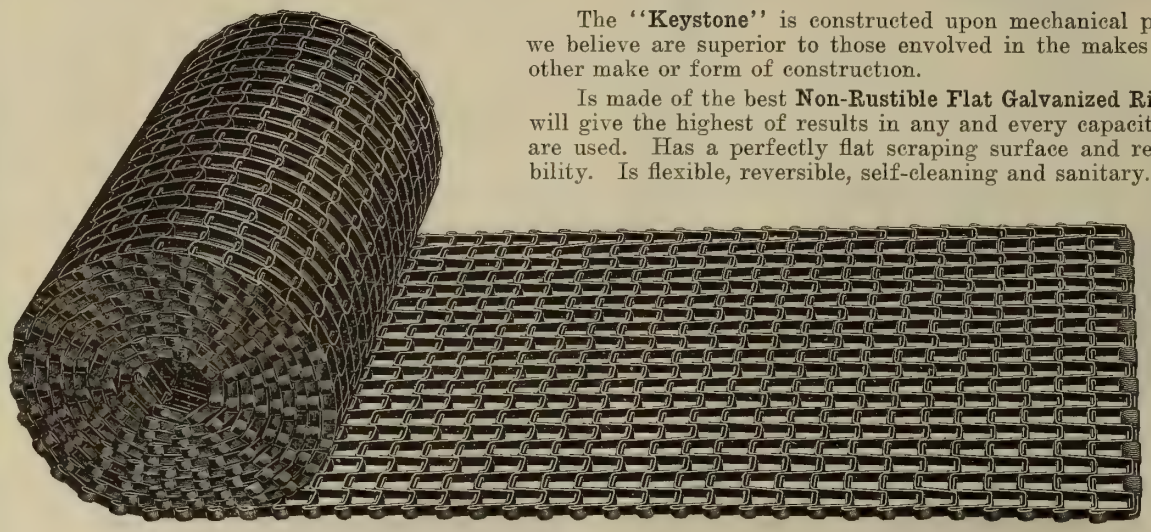
GLOBE MFG. CO., - PERRY, IOWA

CANADIAN REPRESENTATIVES:

MERRICK-ANDERSON CO., WINNIPEG, MAN.

"Keystone" Flexible Steel Matting

A MAT WITHOUT A FLAW **A SPLENDID MAT TO PUSH THIS WINTER**



The "**Keystone**" is constructed upon mechanical principles which we believe are superior to those envolved in the makes of any mat of other make or form of construction.

Is made of the best **Non-Rustible Flat Galvanized Ribbon Steel,** and will give the highest of results in any and every capacity wherein mats are used. Has a perfectly flat scraping surface and remarkable durability. Is flexible, reversible, self-cleaning and sanitary.

The mesh or body of Keystone is of continuous crimp from end to end, no short sections entering into its construction.

Made in any size or shape. Try "Keystone" for **quick sales** and **good profits.**

Kuhne-Anderton Mfg. Co.

SOLE MANUFACTURERS OF:
Keystone Flexible Steel Mats, Ideal Wire Door Mats, (Rigid)
Simplex Flexible Wood Matting

PORT HOPE, ONTARIO
CANADA

REYNOLDS & JACKSON

WHOLESALE COMMISSION BROKERS AND JOBBERS

538 11th Avenue West **Calgary, Alta.**

THE HOUSE FOR:-

Stoves, Furnaces, Building and Tar Paper, Roofing, Wire Fence, Farm Gates, Open Fire and Basket Grates, Renfrew Scale Trucks.

P. O. Box 2063

Phones { Office 44906
Warehouse 41418

CORRESPONDENCE SOLICITED FOR EXCLUSIVE LINES

Trade Mark

Give Your Customers A Square Deal By Selling Them

Trade Mark

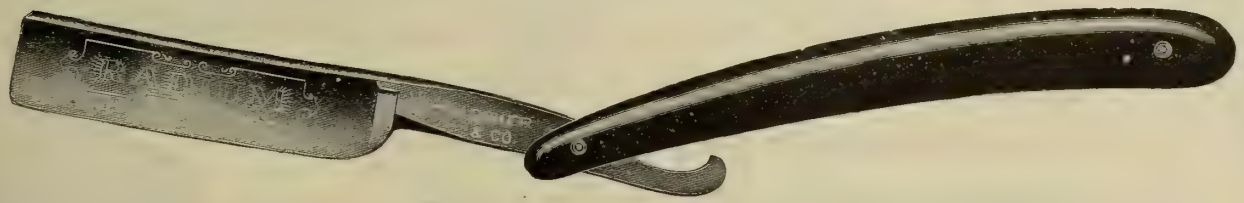
BOKER'S TREE BRAND CUTLERY

Superior to All Other Makes

Noted For Their Keen Edge and Durability.



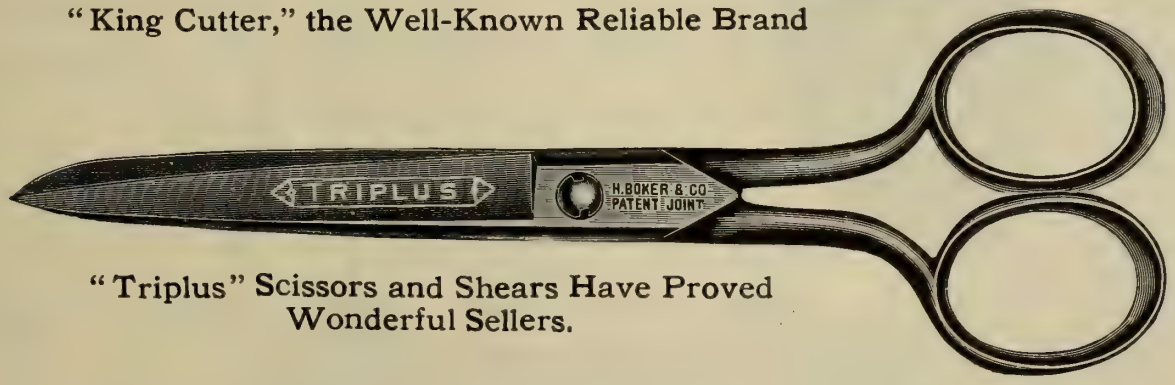
"Edelweiss," Finest Quality and Finish Made.



"Radium," Made for the Gentlemen who want Quality combined with a High Grade Finish.



"King Cutter," the Well-Known Reliable Brand



"Triplus" Scissors and Shears Have Proved Wonderful Sellers.

Trade Mark

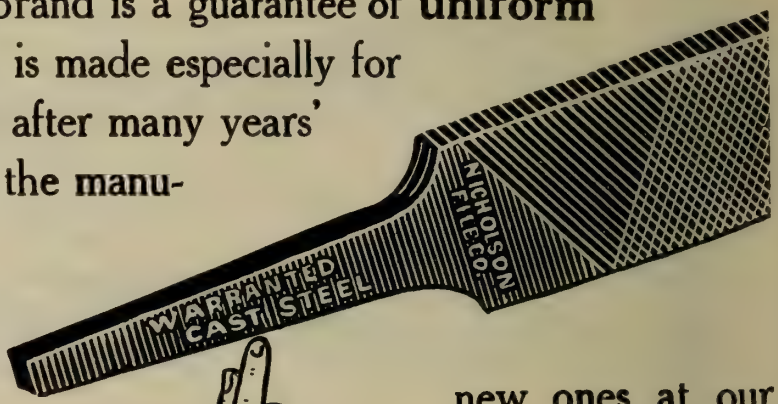
For Sale by All Leading Wholesale Hardware Houses

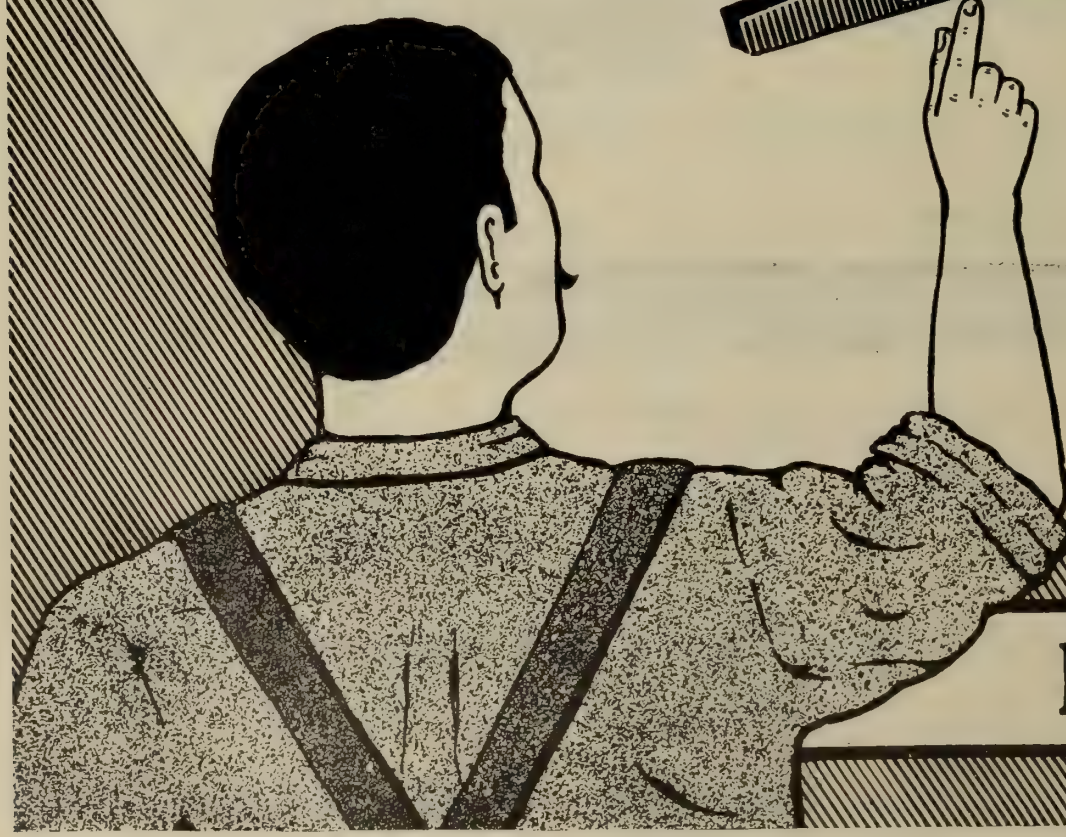
Trade Mark

NICHOLSON

HAVE RETAINED THE HIGH MANUFACTURE FOR

When put to rigid comparative tests they clearly show their other makes. They are the best insurance against lost business through dissatisfied customers. Our files save time by **removing stock rapidly** and our brand is a guarantee of **uniform quality.** The steel used is made especially for us from a formula adopted after many years' experience as specialists in the manufacture of files.





new ones at our
your customers
convinced that

GREAT
KEARNEY

NICHOLSON

-MADE FILES

EST STANDARD IN FILE
OVER FIFTY YEARS

superiority over all
caused



NICHOLSON-MADE FILES and RASPS

are made in Canada by Canadian workmen.

They are made to meet all requirements most effectively. If any should be found defective in the slightest degree, we will replace them with own expense. Before placing your next order you will do yourself and justice by testing Nicholson-made files. After a trial you will be they are the right line to handle, also the **most profitable.**

Write us to-day for full particulars and prices.

OUR BRANDS MADE IN CANADA ARE:—

WESTERN, GLOBE, ARCADE, EAGLE, & FOOT, McCLELLAN, J. B. SMITH.

MADE IN CANADA

FILE CO. PORT HOPE, ONT.



We Are Pushing The Goods

All **you** have to do is to pocket the profits! Twentieth Century Barn Door Hangers are making **big business** for dealers. Write us. Get our proposition. Also you ought to be handling the

CANNON BALL BARN DOOR HANGER

—the biggest seller on the market. Frictionless, noiseless, tandem, flexible, roller bearings, light and easy running. Wheels completely enclosed in track—absolutely water and bird proof.

These two leaders—20th Century and Cannon Ball—turn your money over *quickly*. They give satisfaction—bring your customers back for more.

Easy to carry in stock—2 and 3 foot sections crated so you can put 96 or 100 feet under your counter. Convenient for the farmer to take home—easy to erect. Line up absolutely as straight and smooth as 10-foot sections.

Get Our Dealer Proposition

All this means bigger business for you! Drop us a line. Let us tell you about our splendid dealer proposition. You'll be interested. Just give us your name and address.

Do it now!

Hunt-Helm-Ferris & Co.

178 Hunt Street **HARVARD, ILLINOIS**

THE STAR LINE H H F & CO. GOODS

37)

Complete stock carried by Our Western Representatives:
MACKENZIE BROS., Winnipeg, Manitoba.
MERCHANTS HARDWARE SPECIALTIES, Ltd., Calgary, Alta.

LONDON
HIGH GRADE

The BAR IRON That's Profitable

because it is always of the highest quality and uniform texture. It cannot be excelled for toughness and easy workability.

Sell your customer the "London Kind" and you are protected against dissatisfaction or lost trade. We have the correct method of producing this Bar Iron—It is absolutely flawless. Our facilities enable us to produce it at a very low price, without sacrificing quality.

WRITE US TO-DAY.

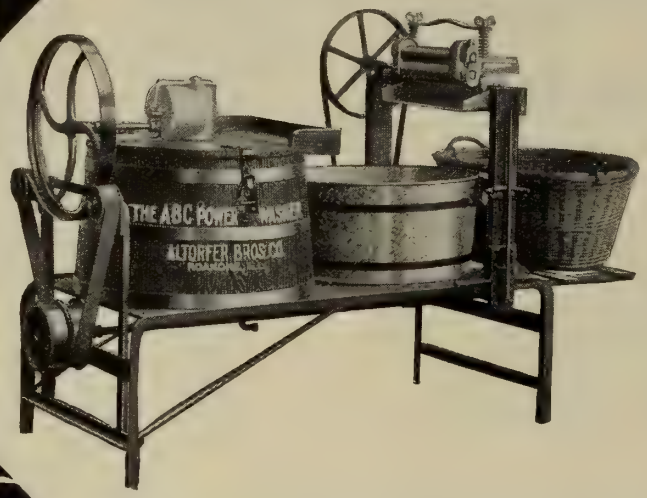
London Rolling Mill Co., Ltd.
LONDON, CANADA

Sales Agents, Ontario: Baines & Peckover, Toronto
Manitoba: Bissett & Loucks, Limited, Winnipeg

BAR IRON

THE BEST YET

Yes, sir, the A.B.C. Power Washer and Wringer is so far ahead of any other washing device that it can't be touched. *Don't take our word for it.* Investigate and you'll substantiate our claims.



We originate—others imitate. We are the pioneer makers of sliding power wringers.

THE A. B. C. POWER WASHER

is our latest and best. Its principles of construction and operation are absolutely correct. Operated by gasoline engine or electric motor. Its points of superiority are many. Here are a few.

All Steel Frame
Sliding Power Wringer
Noiseless Belt Drives
Easy Simple Control
Unequalled Durability
Will Be Extensively Advertised to the Public the Coming Season
No Exposed Cogs
No Chains or Sprockets
No Complicated Mechanism
Light Weight
Easily Handled
Moderately Priced
Fast Seller
Satisfaction Producer
Liberally Guaranteed

You want the best washing machine proposition in your territory, don't you? Then get busy—write us to-day. Mention territory you want protection on.

Jobbing connections at Minneapolis, Minn., Milwaukeee, Wis., Utica, N.Y., Toledo, Ohio, Peoria, Ill., Omaha, Neb., and Kansas City, Mo., Denver, Oklahoma City, Philadelphia, Portland, Oregon.

ALTORFER BROS. CO., Dept. 558, ROANOKE, Ill.

ALL YOUR CUSTOMERS WILL WANT THIS

SAMUELS' DUSTLESS ASH SIFTER



Here is the sifter you've always wanted. No work, no waste, no dust. Just turn the handle, ashes sift into barrel, unburned coal drops into scuttle. Cuts down coal bills, lasts a lifetime. Write for particulars.

FOR SALE BY

RICE LEWIS & SONS, H. S. HOWLAND & SONS
KENNEDY HARDWARE CO., TORONTO, ONT.

MANUFACTURED ONLY BY

J. SAMUELS, - - - - TORONTO, ONT.



Have You Ever

had a demand for a gas stove tubing that wouldn't leak? Scores of other jobbers and hardware dealers have, and to satisfy this demand the **Chicago Tubing & Braiding Co.** *has built a tube called* **"Everlasting"** (*patent applied for*).

It is honestly built. Its core is one unbroken strip of flexible steel, made on special machines. This is covered in turn with a composition, made from a secret formula, and the outside braiding, which is of the finest grade of silkoline.

It is air-tight, gas-tight;—once and forever. It is impervious to moisture, heat, and cold. It is light in weight, easy to stock; representing small outlay and no depreciation. It is the only flexible steel tube of its kind on the market.

You *can sell it—give good value, earn good profits.*

Write for samples and prices.

Remember, **"Everlasting"**—*made only by*

CHICAGO TUBING & BRAIDING CO.
117-121 N. Jefferson St. - Chicago

We Have the Exclusive Control of Canada
FOR THE
"EUREKA" VACUUM CLEANER



This is a cleaner that yields big profits to all wide-awake dealers.

The "**Eureka**" is perfect, and is the highest and most compact Electric Cleaner made.

Anywhere that a carpet sweeper will go the "**Eureka**" will go.

Only weighs nine pounds, and is only eight inches high.

Sell the "**Eureka**" and you sell the best Electric Suction Cleaner on the market, barring none.



The "**Eureka**" is equipped with the famous Eureka type motor that has been known for its remarkable perfections for years.

We guarantee the "Eureka" because **every part is put together** and tested by **experts.**

Investigate the "Eureka." Let us send you one on approval. Retail price, $45.00.

"ONWARD" Automatic Hand Power Vacuum Cleaner



The "Double Tank" Means Less Work

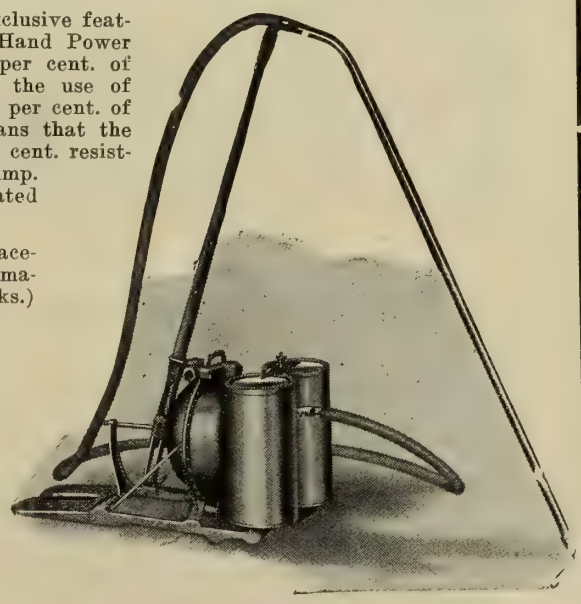
The double tank device (an exclusive feature of the Onward Automatic Hand Power Vacuum Cleaner) separates 95 per cent. of the dust from the air without the use of screens, baffles or water. Only 5 per cent. of the dust is screened, which means that the screening device offers but 5 per cent. resistance to the pump. Easiest to pump. Easiest to empty. No complicated screens as in other cleaners.

It has the greatest air displacement. (This is the only hand machine that blows as well as sucks.)

Do not be deceived by any other Hand Power Machine, claimed to be just as good as the Automatic "Hand Power."

Made of malleable iron and steel, it will last an ordinary lifetime. We are quoting a special price to dealers.

Write for complete description and discounts.



Onward Manufacturing Co.

BERLIN, - ONTARIO

Largest Builders of Hand and Electric Power Vacuum Cleaners in Canada

Lamontagne Limited

HEAD OFFICE AND FACTORY:

MONTREAL

MANUFACTURERS OF

Harness, Saddles, Horse Blankets, Fur Robes, Bells, Etc., Etc.

Trunks and Bags

See our travellers' samples, or write for illustrated catalogues.

WESTERN BRANCH:

85 Princess Street, Winnipeg

HUNTER'S

DAMP RESISTING

Rubber Silicate and Stone Preservative

A highly penetrative COLORLESS FLUID, which renders all classes of Masonry, Cement, Stucco and Brickwork, etc., IMPERVIOUS TO DAMPNESS AND DECAY, and is specially efficacious in the preservation of old and decaying stonework.

Send for price list. Trade supplied.

WM. HUNTER & SONS

63 and 64 Corporation Street, Dublin, and 36 John Street City, Glasgow.

THE "SANITARY" CLOSET

For People Who Are Living Where There is No Water System

Medical men recommend the "Sanitary"—we guarantee it. It is so simple that it can be installed by anyone—only requires connection with a stove pipe or chimney to give ventilation, and this is how the odor is eliminated. There is nothing to wear or get out of order.



The "Sanitary" is made of the best galvanized iron, neatly painted. The seat is of the best grade cherry, polished and varnished, with double hinged cover.

Up-to-date people are quick to recognize a convenient and sanitary article such as this closet.

Put a sample in stock—you'll sell many.

Special proposition to hardware merchants writing us now.

The Earl Construction Co.

ATHENS, ONTARIO

THE CANADIAN LIGHTNING ARRESTOR AND ELECTRIC COMPANY

GUARANTEED PROTECTION 99% PURE COPPER



Our System Sells Readily and Yields Liberal Profits

That's why it appeals to all Hardware dealers.

The Townsley Lightning Arrester System stands for Safety and Immunity from Nature's destruction to property. It has proved its efficacy as a preventative medium, and all dealers attest to its success as a selling factor.

We want hardwaremen to represent us in unallotted districts. As a dealer you have a splendid opportunity to sell our Lightning Protection Systems to farmers, builders and contractors and many others in your locality.

IT IS IMPOSSIBLE FOR LIGHTNING TO INJURE A BUILDING EQUIPPED WITH THE TOWNSLEY SYSTEMS. That's why the system is so much in demand by all owners of buildings.

Write for contract and terms.

Canadian Lightning Arrester and Electric Company, Limited

199 Main St. WINNIPEG

O. W. Townsley, Manager

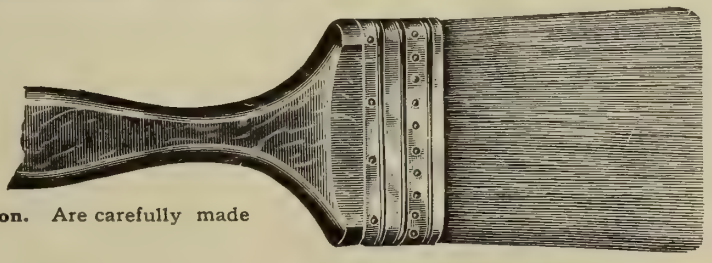
OFFICES & FACTORY
199 MAIN ST.,
WINNIPEG · · · MANITOBA
CANADA

Put In Your Fall and Winter Stock of Brushes Now!

Do not buy your brushes from "hand to mouth" just as you have call for them. Very often your supply will run out, and valuable sales will be lost. Every dealer should put in a stock of—

BRYAN'S BRUSHES

(For Painters, Factory, Household, and Stable)



as they pay a **good profit** and give a **lasting satisfaction.** Are carefully made **by men of long experience** in this line.

Write us for full particulars and prices at once

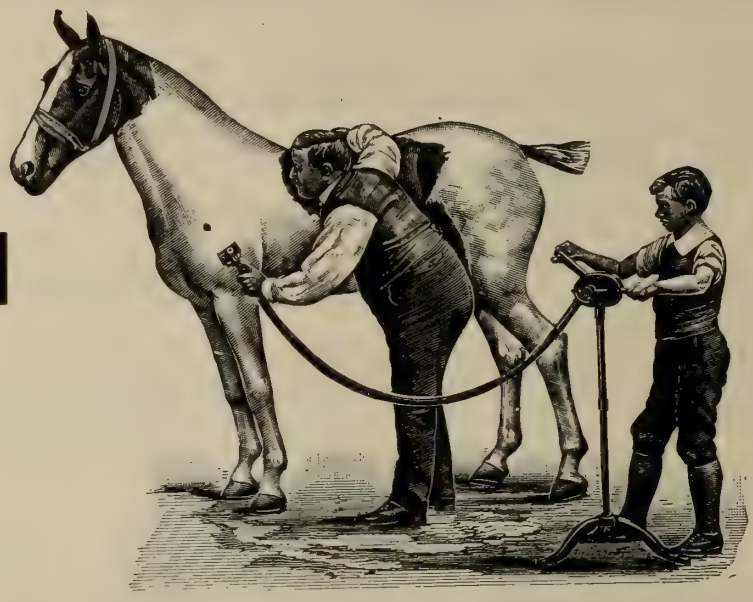
THOMAS BRYAN, LIMITED, - LONDON, CANADA

Western Representatives { *Winnipeg Paint & Glass Co., Limited, Winnipeg, Calgary and Edmonton.*
W. N. O'Neil & Co., Limited Vancouver

The Standard Clipper!

We invite comparison either in foreign or domestic lines of Clippers.

THE BURMAN No. 17



BRITISH CLIPPER

BURMAN'S CLIPPERS have held pride of place for years as the best horse clippers on the market, and they cannot get wrong in adjustment.

Clips the thickest coat in 30 minutes and leaves a finish like silk.

Has Cut Gears and Interchangeable Parts.

All British built and made from the best steel in the world.

A line that never fails to please and which leaves you a 'worth-while' profit.

B. & S. H. Thompson & Co., Limited

Sole Canadian Agents

MONTREAL, - - QUEBEC.

CANADIAN TUBE & IRON CO.,
LIMITED
MONTREAL, CANADA

BOLTS and NUTS

CARRIAGE BOLTS,
COACH AND LAG SCREWS,
TIRE BOLTS,
MACHINE BOLTS,
SLEIGH SHOE BOLTS,
ETC.

ASK YOUR JOBBER FOR

TRADE MARK
BRAND

PLOW BOLTS,
TRACK BOLTS,
SQUARE NUTS,
HEXAGON NUTS,
BOILER RIVETS,
TINNERS' RIVETS,
ETC.

ALSO

WROUGHT PIPE
AND NIPPLES

BLACK AND GALVANIZED, Sizes 1/8 in. to 4 in. All our Pipe is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

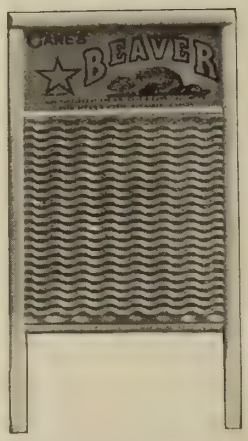
CANADIAN TUBE & IRON CO., LIMITED
MONTREAL

WORKS:
LACHINE CANAL





PAILS



BRASS WASH BOARDS

There's A Good, Subs

CANE'S WOO

Before restocking your woodenware depart
We have a line that is **well made, well finished**
depend to give perfect satisfaction—a line that
Our goods sell fast because they are well and
money.

Wooden Tubs hold heat and keep wash water
and there is **no chance** of the wooden Tubs **rust**
A good many people have discovered these
Are **you** in a position to supply Cane's Stand
The demand **is coming. Be ready.** Hoops **st**
Cane's Woodenware is all guaranteed to be
represented we will replace it with a perfect one

WRITE FOR CATA

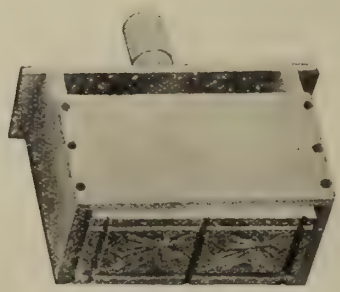
The Wm. Cane & Sons Co.



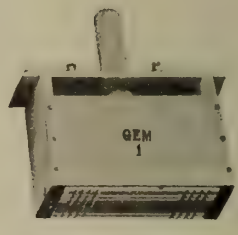
ENAMEL WASH BOARDS



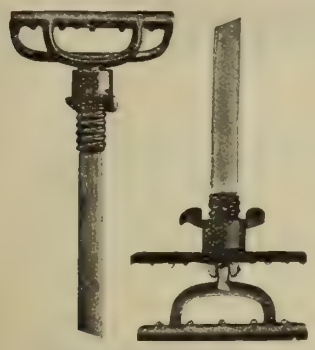
ACME BUTTER MOULDS



JERSEY BUTTER MOULDS



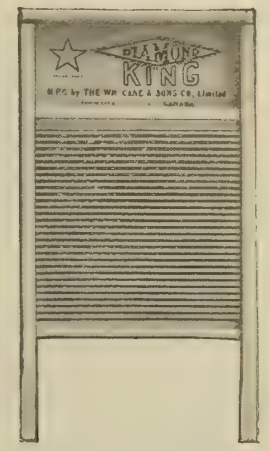
GEM BUTTER MOULDS



MOP WRINGERS



WASH TUBS



GLASS WASH BOARDS

tantial Profit In

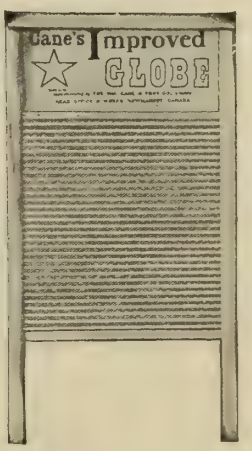
DENWARE

ment it will pay you to communicate with us.
and **very attractive**—a line upon which you can
is the best assurance of re-orders.
favorably known, and give best value for the

hot longer than metal or any other kind of Tub,
ing the **clothes** washed in them.
facts and are buying Wooden Tubs.
ard Wooden Tubs to your customers?
apled on. Can't come off.
just as we claim. If any article should not be as
at our own expense.

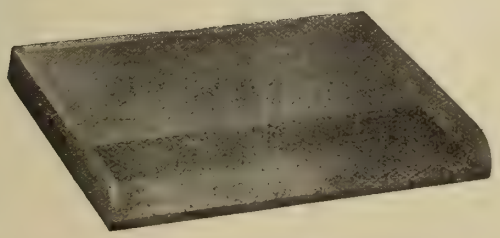
LOGUE AND PRICES

Ltd., Newmarket, Ontario

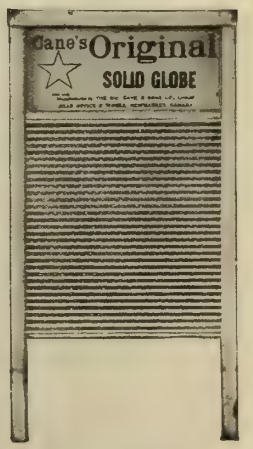




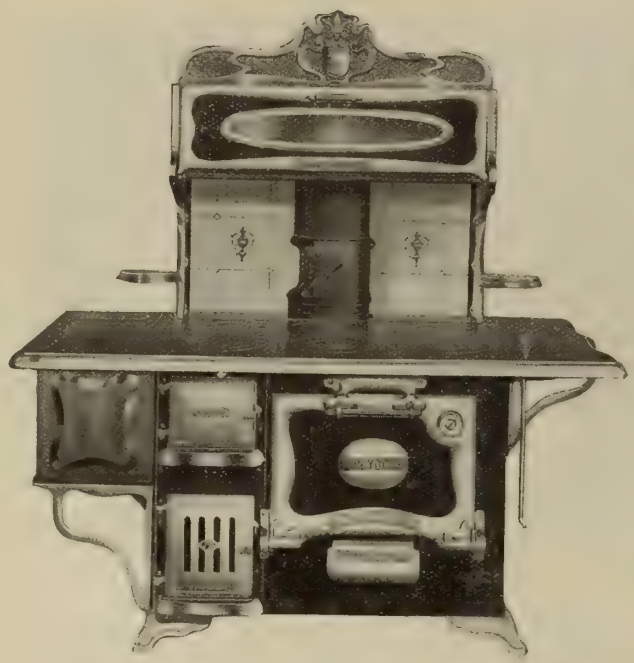
FOLDING SAW HORSE



BAKE BOARDS



ZINC WASH BOARDS



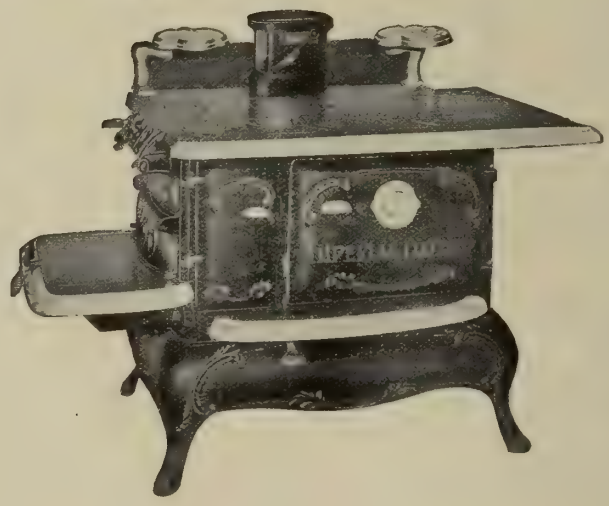
Which Stove Line

For the last four months we have been telling the hardware dealer of Canada just what we will do to sell stoves for him in his locality. Many a dealer has taken hold of our proposition, and our selling helps, and sales plans are already increasing his stove business.

Our "proposition" is complete to the last detail. We are using every method that will bring results—window dress and cards, handsome catalogues, show cards, and printed matter. Our agent gets all this *free*. And, most important, he derives the benefit from our extensive advertising campaign. These advertisements not only appear in all the better class magazines, etc., but in the paper that circulates in our dealer's locality, with *his* name at the foot of the ads.





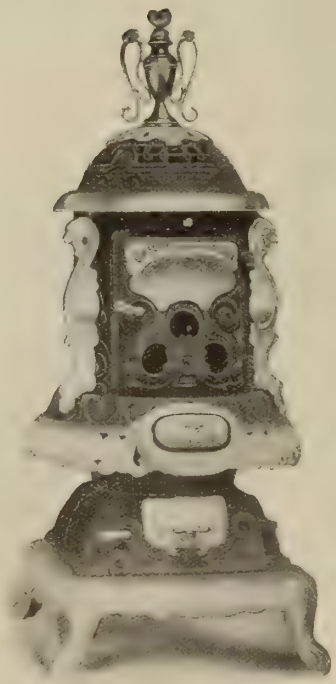


"GURNEY-OXFORD" always has and always will be a *by* word and a *buy* word for stoves, and with strong convincing selling talk through our advertising *you* do not stand to lose sales.

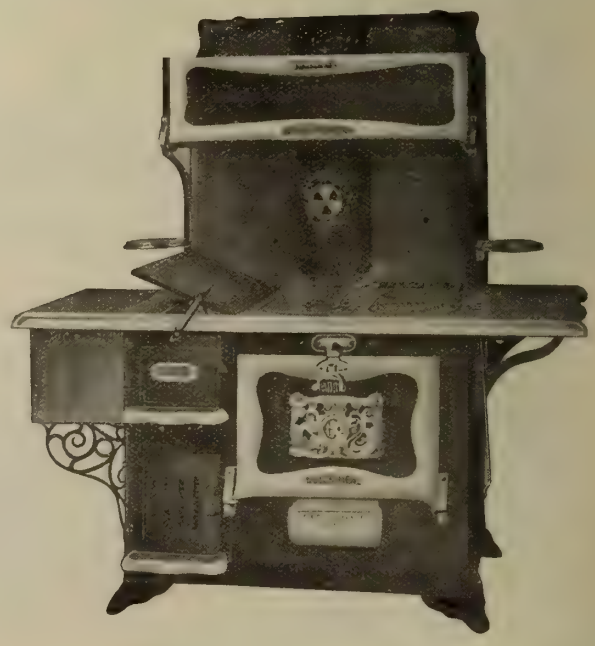
THE GURNEY

TORONTO

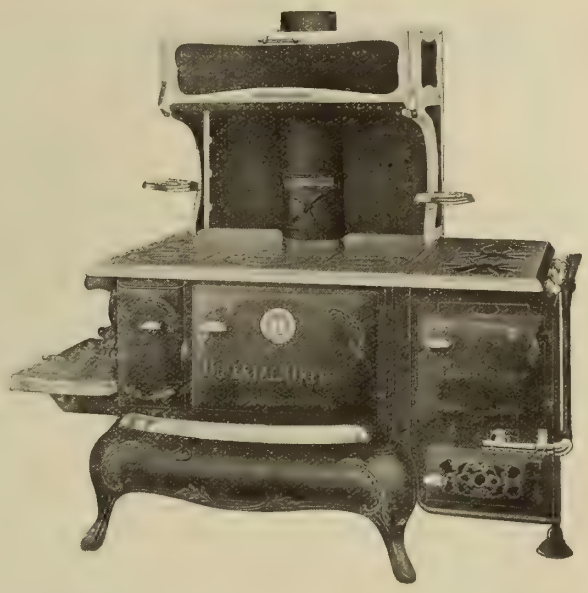
Also at Montreal, Hamilton,







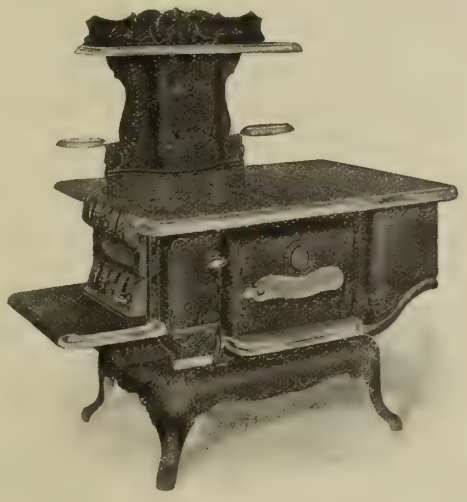
for Your Store?



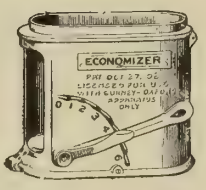
Next week is reunion week at Head Office. We always look forward to the second week of the Fair, because our good friends from out of town come to see us. We look forward to it because it is one time when all of us can renew many old acquaintances.

Our Latch String is Out

and a most hearty welcome awaits every hardware man who will do us the honor of calling. We are directly on the route from down town to the Fair and all of the principal trolley car lines stop within half a block of our door. Our telephone number is "Main 4175." We do hope that you will hang up your hat in our office for a short time at least during your visit.



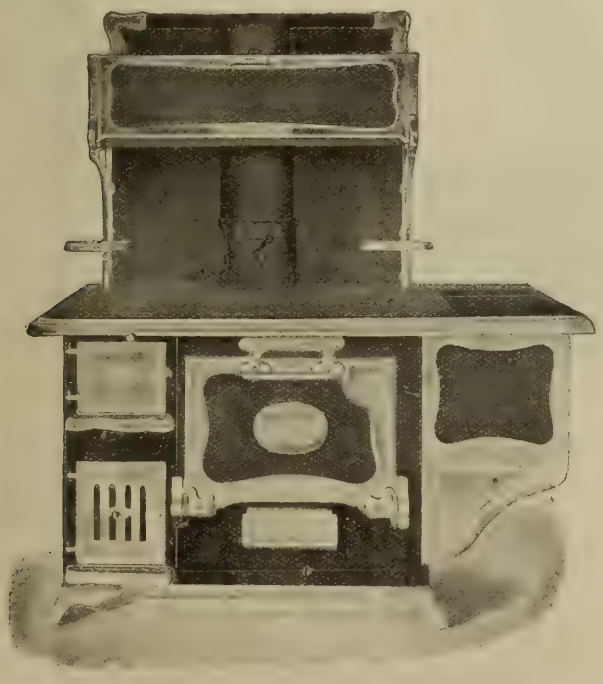
GURNEY-OXFORD



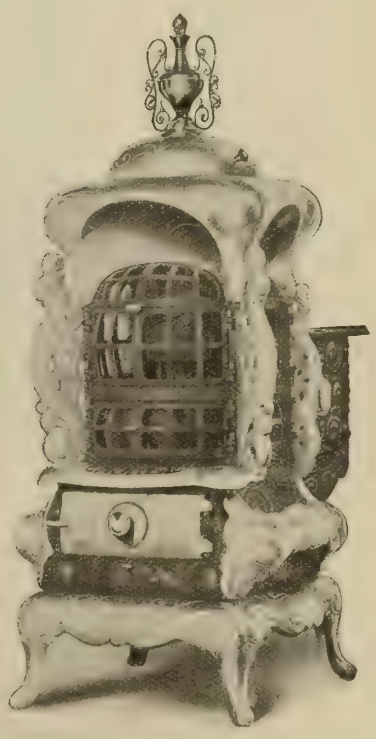
FOUNDRY CO.

LIMITED

Winnipeg, Calgary, Vancouver.







A SPECIAL LOW SET FURNACE

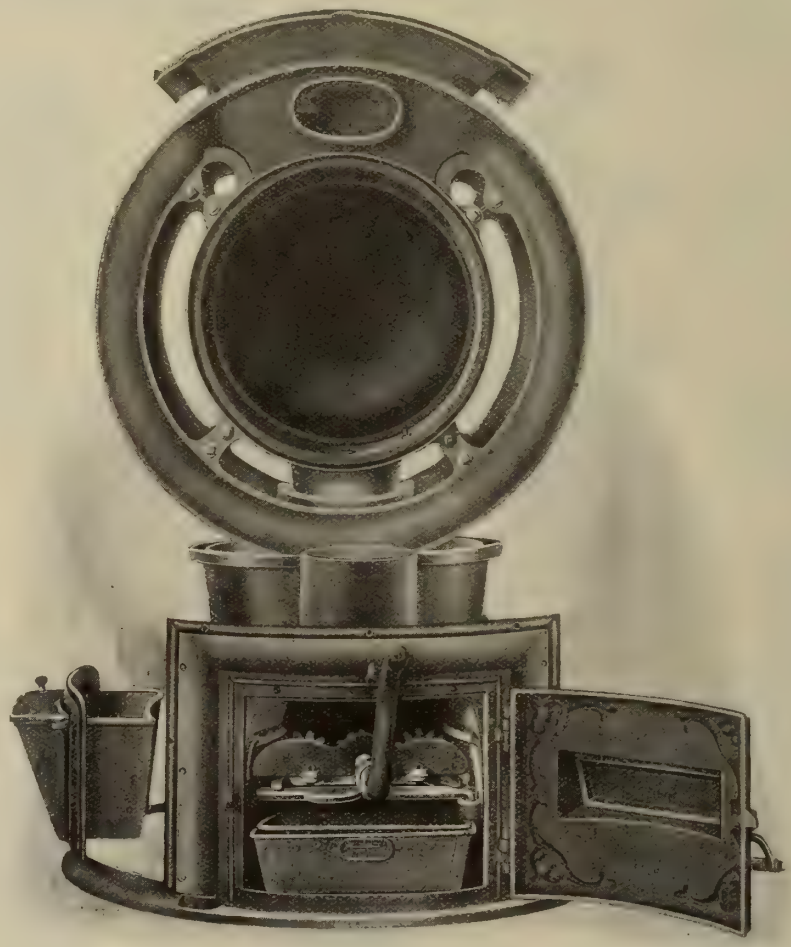
New Pattern. Two Sizes.
Nos. 21 and 23.

JEWEL
TRADE MARK

Capacity No. 21—15,000 feet.
Capacity No. 23—25,000 feet.

Different in shape and proportion from our other furnaces, being specially constructed to surmount the difficulty of obtaining a sufficient pitch to the warm air pipes in buildings with LOW CELLARS.

No. 21 Furnace fully cased does not exceed 4 feet in height.



JEWEL Furnaces give satisfaction and stand the test.

More Business **SELL JEWEL FURNACES** More Profit

WRITE TO-DAY FOR FULL INFORMATION AND PRICES.

The Burrow, Stewart & Milne Company, Limited

Head Office and Works: Established 1864 **Hamilton, Ont.**

Offices and Warerooms at Toronto, Montreal and Winnipeg.

Western Customers please address all communications to 130 James Ave., Winnipeg.

Jewel Stoves and Ranges



Style R F

1912
ROYAL JEWEL

"The Range of Quality"

Superior design and elegant finish, time-saving, labor-saving and money-saving features unite to make the **ROYAL JEWEL** the most beautiful, the most up-to-date, and most perfect steel range on the market to-day.

The **ROYAL JEWEL** comes to you a **finished product,** the result of 50 years' experience in the manufacture of Stoves and Ranges.

You should know more about the **ROYAL JEWEL.** Write us. We'll send you a whole lot of interesting information.

Make the ROYAL JEWEL your leader and you are sure of the best stove trade in your locality

Ask us to explain our new systematic, direct-to-consumer advertising and its relation to your sales.

Tighten your grasp on the stove business—handle the Jewel line.

JEWEL TRADE MARK

Our "Social Jewel" is a new, low-priced, cast-iron range that should command your attention. It has splendid working qualities. It is a thoroughly reliable range, handsome in appearance, with loose nickel trimmings. Ask about it—the Price is Right.

The Burrow, Stewart & Milne Co., Limited

ESTABLISHED 1864

HEAD OFFICE AND WORKS—HAMILTON, ONTARIO
OFFICES AND WAREROOMS AT TORONTO, MONTREAL AND WINNIPEG

Western customers please address all communications to 130 James Ave., Winnipeg

BURLAPS FOR WALLS

DOUBLE SIZED AND OIL COATED

Made in widths of 30, 36, 45, 54, 72 and 90 inches.
Length of Rolls, 30 yards.
All standard shades.

DYED BURLAPS

Made in widths of 36 54 and 72 inches only.
Length of Rolls 25 or 50 yards.
A Good Variety of Shades.

Hardware Dealers will find a big demand in the Fall for our Burlaps and a stock on hand will mean ready sales and prevent disappointing their customers.

Write for Samples and Prices

Manufac

THE DOMINION OIL

ARE YOU LOOKING FOR A SATISFACTORY WALL COVERING?

where the factors are

ECONOMY

DURABILITY

CLEANLINESS

IF YOU ARE, READ OPPOSITE PAGE

for particulars of our

PREPARED DECORATIVE BURLAPS

Several points in favor of our Burlaps are;

First Cost: You will find a considerable difference in price in favor of our goods.

Cleaning: Our Oil Coated Burlaps can be cleaned by passing a damp cloth over the surface, as they are impervious to water.

No Renewing: Once on requires no renewing, as they are easily cleaned and will outlast the wall.

Re-Tinting: Should a new shade be desired, all that is necessary is to apply a thin coat of oil paint of the required tint.

Save Walls: Your walls can be protected by these Burlaps as in no other way and nothing can excel them for holding together cracky plaster.

Write for Samples and Prices

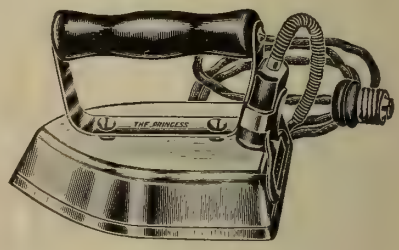
tured by

CLOTH CO., LTD., Montreal



Every PRINCESS *Sale Makes* MORE *Sales!!*

Retails in Canada for $4.50



$4.50 for a 6½ lb. iron makes the PRINCESS the greatest value in electric irons on the market. Our admirable manufacturing facilities makes this low price consistent with the high quality of the product.

Large Profit

Every PRINCESS dealer keeps an unusually large percentage of the retail price for himself, with little or no effort in making sales. And the success of the PRINCESS in the home will bring more customers to your store.

Guaranteed 5 Years

Packed right in the carton with each iron is a guarantee which insures perfect service from the PRINCESS for five years. This maintains the manufacturers' reputation and is positive protection to you and your customers.

Co-Operative Advertising

We do everything to create sales for *you*. We'll furnish you with electrotypes of the iron. We'll supply you with mailing slips, handsome booklets, free-trial-mailing-cards—all with your name on, and all free. And we will gladly arrange for striking trade-bringing window displays. At least, ask for complete details—from your jobber or from us.

Chicago Flexible Shaft Co., 250 Ontario Street: Chicago





Gears cut from solid steel bar and made file hard.

Dust and dirt proof. Every moving part enclosed but crank handle and cutting plates.

Gears all enclosed, protected and running in oil.

6 feet of new style, light, easy running flexible shaft.

The celebrated Stewart single tension clipping head. Cuts cleaner and stays sharp longer than any other.

Every machine guaranteed to please the user.

The Stewart Ball Bearing Clipping Machine

Clips Horses, Mules or Cows

This machine is produced under the most exacting conditions and in the world's most perfectly equipped clipping machine factory.

It sells more extensively in England where it is widely imitated, than any other.

Innate quality and a superb record for smooth cutting and long lasting has made it the premier clipping machine in every country.

It makes satisfied customers—the best asset that any dealer can have.

Order from your jobber.

Write us for complete catalog showing the world's largest and most complete line of clipping and shearing machines.

CHICAGO FLEXIBLE SHAFT COMPANY
250 ONTARIO STREET, CHICAGO



The "GILLETTE" Shave
Quick—clean—cool—comfortable

The Gillette Sells Best—

Many a dealer, in his desire to be strictly up-to-date and to please his customers, has stocked nearly every safety razor that has come out.

The steady demand, built by quality and persistent advertising, soon clears out his GILLETTES. But the others stick, and become less saleable week by week.

Facing a considerable loss in these slow-moving goods, some dealers decide to hold back the GILLETTE till they have succeeded in getting rid of the other stuff with which they are loaded.

As surely as night follows day, this course leads to two results. Their razor trade falls off, because customers go elsewhere to buy the GILLETTE—and those who do purchase other razors come back to kick, or worse still, stay away and knock.

To sacrifice these misfits at once hurts, but it pays in the end to do it, and to feature the GILLETTE.

For you simply cannot afford to recommend to your customers as the best, any razor except the one that IS the best—and six million users concur in the opinion that this is the GILLETTE Safety Razor.

The Gillette Safety Razor Co., of Canada, Limited

Safety Razor -Stays Sold



The "GILLETTE DEPOT" Sign
If you haven't one, write us

We do not authorize, nor do our dealers find it necessary to make, a 30 days' free trial offer of the GILLETTE Safety Razor. People want the GILLETTE badly enough to buy it from you outright—and to pay the full price for it.

Nor do we feature an offer to exchange GILLETTES or to refund the purchase price. Every razor that leaves our factory has been so skilfully made and so carefully inspected that you are seldom, if ever, called upon to apologize for and exchange a defective GILLETTE. Every GILLETTE Razor you sell gives such complete satisfaction that the purchaser does not want his money back. After he has enjoyed a few GILLETTE shaves, so quick, so cool, so comfortable, he wouldn't be without the razor for much more than the purchase price.

The GILLETTE has long since passed the experimental stage, both in manufacture and in selling. It has become a staple as well as a specialty. Trial offers and "Money-back" conditions are not necessary to stimulate demand, or to provide against half-expected dissatisfaction. When you sell a GILLETTE you SELL it, at the full price and with a substantial profit—and it stays sold.

Which, think you, will create the most good-will among your customers and give you the greatest satisfaction—razors which experience has proved must needs be placed on trial, or sold subject to a frequently-used return privilege—or the GILLETTE Safety Razor, which not only stays sold but helps to sell others?

Office and Factory: The New Gillette Bldg., Montreal

TRADE Gillette MARK KNOWN THE WORLD OVER

TRADE Gillette MARK KNOWN THE WORLD OVER

TRADE Gillette MARK KNOWN THE WORLD OVER

TRADE Gillette MARK KNOWN THE WORLD OVER

Import Delivery

Autumn and Winter

Red S Brand

Window Glass

MIRROR PLATE MAKERS TO THE TRADE

PLATE
SHEET
FIGURED
BENT, MIRROR
STAINED, WIRED
AND
ORNAMENTED GLASS

GLASS BENDERS TO THE TRADE



The Toronto Plate Glass Importing Co., Ltd.

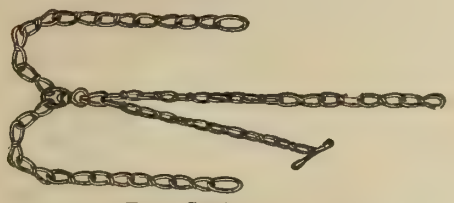
Office and Works: Don Roadway, TORONTO

GREENING'S

CATTLE CHAINS

Strongest and Best Chains on the Market

Made in six styles and six sizes



Four Chain



Open Ring



Closed Ring—Large or Small





Three Chain



Greening's Special

STALL FIXTURES

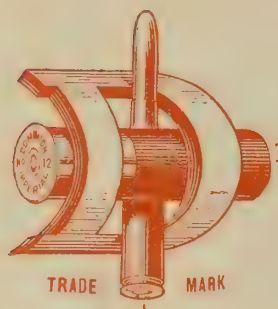
Made in three styles—Riveted Solid Bar, Swing Solid Bar, Stamped Steel

WIRE ROPE AND WIRE ROPE FITTINGS

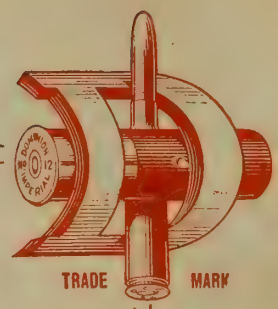
MANUFACTURED BY

THE B. GREENING WIRE CO., Limited

HAMILTON, Ont. MONTREAL, Que.



Dominion Honor Roll





Some 1912 High Scores

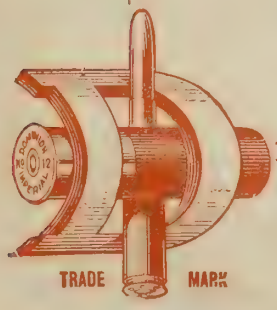
		Shot at	Broke
D. Wigle, Kingsville, April 6	Regal	100	88
H. Usher, Toronto, April 6	Sovereign	95	87
E. Coath, Toronto, April 6	Sovereign	75	70
G. M. Dunk, Toronto, April 6	Sovereign	100	95
G. E. Mink, Vancouver, May 3	Regal	50	48
Ed. Kost, Edmonton, May 3	Regal	50	47

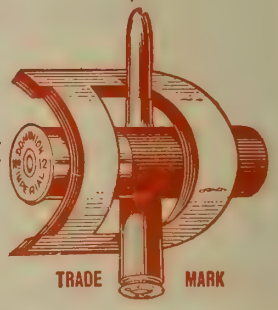
Some High Averages in Tournaments

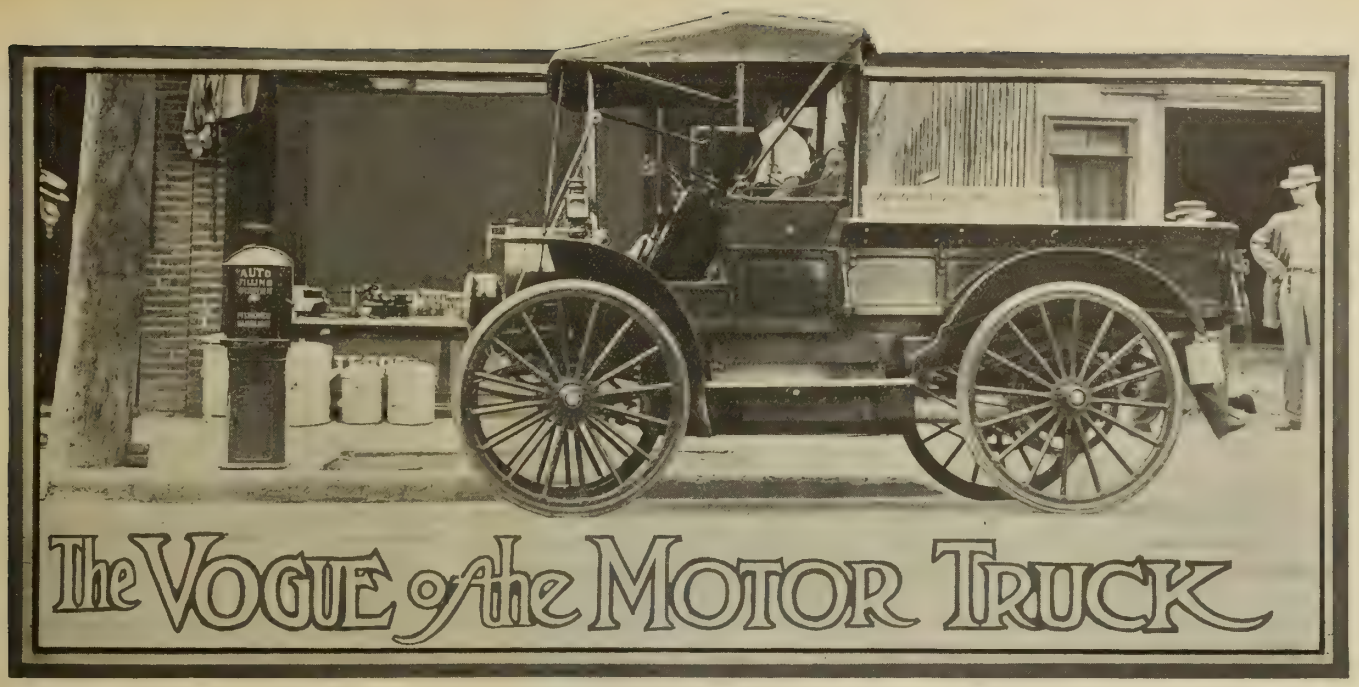
J. E. Jennings, Toronto, May 24	Imperial	150	135
Dr. Cadham, Winnipeg, May 24	Sovereign	150	137
W. H. Sutton, Portage La Prairie, June 12	Imperial	130	122
C. E. Mink, Seattle, Wash., July 16, 17, 18	Imperial	300	288
Art Huddell, Strathcona, June 19	Sovereign	170	153
Geo. Beattie, Brandon, July 1	Regal	120	109
John S. Boa, Port Elgin, July 3, 4, 5	Imperial	510	453

Shoot Dominion Shells and Improve Your Scores

Dominion Cartridge Co., Limited
Montreal, Canada







The Vogue of the Motor Truck

Many Hardware Dealers Are Now Using Trucks for Delivery Purposes—Opinions Secured from Dealers in All Parts of Canada—Results Obtained Have Been Uniformly Satisfactory—Advantages Are Claimed for the Trucks.

"THE old order changes yielding place to new." Some of the changes are undoubtedly for the better. Some, alas, are no improvement upon old methods. There are other changes which are unproved. That they will bring better things in the future seems certain, but there is danger that some temporary losses, some inconvenience and perplexities, must be endured before the innovation attains its highest efficiency.

Now there are none who will doubt that the motor truck is the mode of delivery of the future. But the future is afar off. What of the motor truck to-day? Is it a help or a hindrance to the hardware man now? Upon this much depends. Dealers are not willing to adopt a method which will prove successful later on. They want something which will aid them now. Hardwaremen are not philanthropists. They cannot afford to back an innovation to help it reach perfection.

Delivery is one of the biggest problems which now confronts the retail dealer. This may cost largely and run away with a great share of the gross profits. Moreover, despite large expediture, the system of delivery may be poor. What of the motor truck therefore? Will it reduce the cost of distribution? Will it render a better service possible?

To secure some definite information on this subject, the opinions of a number of well known hardwaremen, who have had enough faith in the automobile to experiment, have been secured. What they say cannot fail to be of interest to all who are troubled with this problem of getting goods from the store to the purchaser—and what dealer has not experienced this difficulty?

Has Been Great Success.

Early in April of the present year, W. Walker & Son, hardware dealers, north Yonge street, Toronto, purchased a motor truck of one-ton capacity. They have kept close tab on results since then and have been more than satisfied. They are, in fact, most enthusiastic supporters of the motor truck as a delivery medium.

DOES IT PAY?

What of the motor truck for delivery purposes?

In the accompanying article opinions are given from a large number of dealers who have been using motor trucks.

In all cases satisfaction with results is expressed, despite drawbacks experienced by practically all. Some are unreservedly favorable.

The unanimity of their approval has a deep significance and bears strongly on the problem of the value of the motor truck.—Editor.

The main consideration is that it has increased the efficiency of the service which they are able to give their customers. Formerly they kept two horses and two single delivery wagons. They made two deliveries a day. Now they make four. This change has made a vast improvement. Customers get their goods much earlier than under the old system. In addition, the motor truck can take rush orders when occasion arises.

Of equal importance is the opportunity afforded the firm to do business over an increased territory. There was a certain radius that they covered with horse delivery and beyond that they could not go. The desire to increase this radius was the prompting motive which led to the purchase of the motor car. They have since more than doubled the area and have, in fact, begun to fill orders in all parts of the city.

Helps Tinning Department.

The motor truck has been a valued auxiliary of the tinning department. It takes the men to their work and carts the material to and fro. A great amount of time is saved in this way and again it has been found possible to widen the scope of operations. Work is done in all parts of the city and deliveries are frequently made to the lake boats at the foot of Yonge street.

Here is an instance which shows what they have found it possible to do in the matter of quick delivery. Some weeks ago the necessity arose of transporting a ton and a half of sash weights to Ronces-

The illustration above shows the motor truck of W. Walker & Son, Toronto, with Mr. Walker, jr., on the seat.

valles avenue, which is at the extreme west of the city. The whole load was put on the motor truck and taken over, the return trip consuming an even hour. With horses, the material could not have been shipped in less than half a day.

In the last five weeks, the truck has covered 1,262 miles, an average of 42 miles a day—which, as they say in the vernacular, is "going some."

One of the most satisfactory features of Walker & Son's experience with the motor truck has been a reduction in expenses. They have found that it costs them less than delivery by horse.

The main item of expense with the motor truck is gasoline. They get 12 miles out of a gallon and, as the machine averages around 40 miles a day, the cost is reckoned about 65 cents a day. Other maintenance costs so far have been too small to be reckoned. They have had practically no expense for repairs. Whatever has been needed to keep the machine in good running order, has been accomplished without sending to a repair garage.

Now, with two horses feed alone costs from $40 to $45 a month or nearly $2 a day. Then there were other expenses attached to the keeping of horses. Veterinary bills, damages from runaways, deaths, etc., are a continual drain. Tending the horses entailed considerably more work and time than "grooming" the motor truck.

Walker & Son employ the same driver who looked after the horses to run the motor truck. After a couple of weeks' training, he became sufficiently acquainted with the car to manipulate it successfully.

Summing up then, the expense of running the motor truck has compared with previous expense as follows:—

Driver ....Same
Daily cost .....Cut in two
Incidentals ....Much smaller

It must be considered, of course, that the initial expenditure was heavy. The firm are convinced, however, that they are more than getting back what they laid out.

Enables Quick Service.

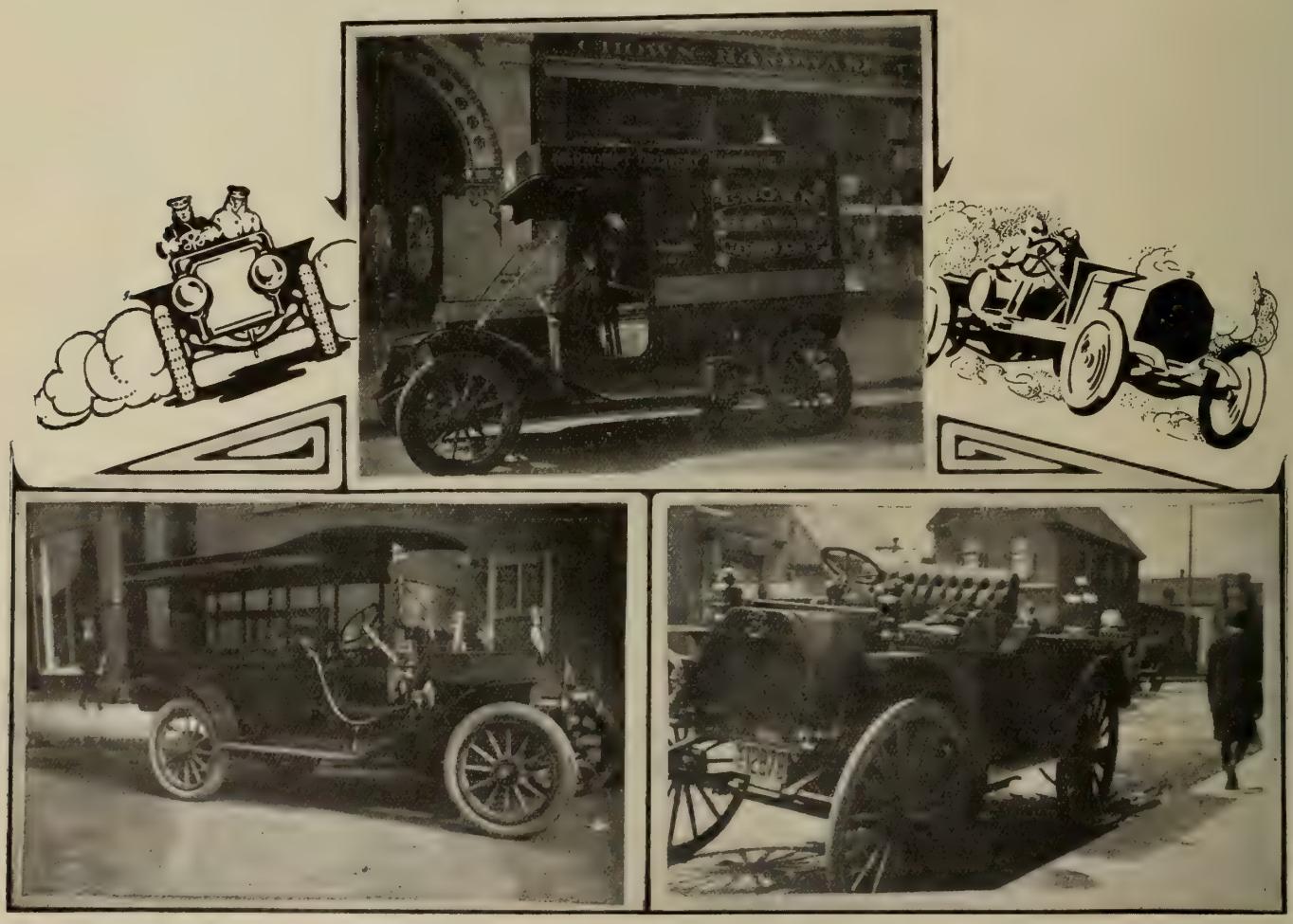
W. H. Thorne & Co., St. John, N.B., have been using two cars of late, one for heavy work, and one for light delivery. A cost system has been started, to test whether the cars give a better service for less money, or whether the charges of operation are really greater than was the cost of the old horse delivery. Unfortunately enough time has not elapsed to enable any conclusion being reached.

J. A. Harrison, secretary of the company, states that from the little which has been observed to date the impression is that the light delivery car will be a success—enabling as it does an exceedingly quick service. More doubt is felt for the heavy truck. Not that this is causing any trouble, but simply that the hauls are short.

Results Satisfactory.

Written for Hardware and Metal by R. C. Chown.

A motor truck has been used by the Chown Hardware Co., Edmonton, Alta., for the past year. The results have been very satisfactory. It has been demonstrated that with this means of delivery it is possible to do as much as with two teams. In a large city there is much ground to be covered and the motor truck can get out to sections where delivery by horse would be wellnigh impossible.



The top illustration is of the motor truck of the Chown Hardware Co., Edmonton—To the right below is that of Mulhall Hardware, Ltd., and to the left that of C. P. Moore, of Sydney, B.C.

With the motor truck, it is possible to give the store patrons quicker and better service.

Will Put on More Trucks.

Written for Hardware and Metal by Max Hill, James Walker, Hardware Co., Montreal.

The city of Montreal is now declared to be thirteen miles long by eight wide. Added to this, moreover, are all the suburbs, some of which extend five or six miles further, and all of which we have to cover in our deliveries. In the past we have used as many as five or six wagons to serve this territory, and then with but indifferent success.

It was this situation which led us to consider the advisability of securing a motor truck. Not handling excessively heavy hardware, it seemed to us that a truck of one ton capacity, with a possibility of a quarter to a half ton over load, would be satisfactory. We made a study of the various cars, considering air cooling and water cooling, hard tires and pneumatic tires. Finally we selected our truck, which has since that time covered the territory which had previously required the service of two, and sometimes three rigs.

But the above statement must be somewhat qualified. The motor truck covered this territory when it was in service. It would be unfair to the readers of Hardware and Metal not to let them know some of our difficulties. We had many, but all of them we can trace back absolutely to one source—the chauffeur. We made the serious error of putting a green man on the truck—a man who had only received two or three days' training. The result was what might have been expected. The truck was practically out of commission a considerable part of the time. The man would race his engine, which not only made the rear wheels whirr, wearing out the casings; but strained the transmission, and the engine generally.

Yet notwithstanding the expense repairs cost us at first, we would not be without the truck for anything. There are two especial reasons which make us glad we made this purchase. First, the truck has a great radius of action which will range from 35 to 60 miles a day. Then it has proved a fine advertisement for the store—the great radius it covers, of course, making it a far-reaching advertisement.

There is no question in our minds but that we will put on an additional truck next year, and dispense with our horses and wagons altogether.

Are Well Pleased.

Written for Hardware and Metal by W. S. Fisher, of Emerson & Fisher, Ltd., St. John.

We have only been using a motor truck for a few weeks, and therefore can not speak with certainty upon its success; however, we may say that at this time we are very well pleased with the experiment, and would not care to go back to the old method of delivery.

The question, of course, is whether we will be able to use this car during the winter. There may be some weeks when the express service will have to be abandoned. However, that is for the future. As it is now we can through the use of the motor truck, cover several times as much ground each day as we could under



The motor of the James Walker Hardware Co., Toronto.

the old system. We are therefore able to give a much better service.

As to the cost we are still somewhat in the dark. The time which we have been using the car has hardly been sufficient to enable us to secure any figures comparing the motor truck costs with the costs of horse delivery. However, we regard the better service which is rendered possible as of primary importance.

The Coming Method.

Written for Hardware and Metal by C. P. Moore, of Sydney, C.B.

In our short experience with a motor delivery car we are convinced that the motor is the coming economical method of handling goods, and judging by the promptness and speed with which we have been enabled to deliver goods we would consider it a retrograde move to go back to horse and wagon again. We still have to use a horse for heavy trucking, and for getting to out of the way places, but for light delivery the motor van is the thing, and will certainly prove the best for speedy handling or low cost.

We have formed this opinion in spite of the fact that we had some discouraging experiences at the outset. We had two breakdowns which not only cost money to repair but caused annoying delays at the busiest season.

These breaks make us think that we made a mistake in purchasing a second-hand car upon the chassis of which we built a regular delivery top, a cut of which we enclose. Parts of the machinery had seen considerable wear and in addition to this the man we put in charge of the car had not had much experience, but in spite of these setbacks we are confident that motor delivery will in time become universal.

Are Conducting Test.

Written for Hardware and Metal by Robert Mulhall, of Ottawa.

A number of things have to be considered before it can certainly be said that motor trucks for delivery are a good thing. Moreover, the question is a personal one. Trucks might be good for one dealer and not for another. I have purchased one auto delivery car, and am carefully noting what service this gives, and whether it really saves money. So far I have been thoroughly satisfied—or nearly so—with the service given; but I have not been keeping track of the costs long enough to know what these are as compared with the cost of operating a horse delivery system. If I find the cost is less, or even if it is not greater, I intend to buy one, two, or perhaps three more motor delivery cars.

What of the Winter?

Of course, here in Ottawa we have rather a severe winter, and we must consider this in passing upon the efficiency of a motor delivery. Will the cars be able to run through the snow? Will we have a great deal of trouble with them then? It will be several months more before these questions can be answered—but even should the cars be found wanting during the three severe winter months, I am not at all certain that this will prove them valueless to the hardware dealer.

If the one motor delivery which we are now using proves unserviceable this winter, I am going to get a horse and put it on a wagon, again. We are still using three wagons, and have another one in reserve, so this will mean only securing the horse—and horses are easy to get in winter. I am pretty certain that it would be possible to obtain, for their keep or little more, as many as would be needed.

Reduces Number of Men.

One advantage which I have been led to believe motor trucks bring, is a saving in men. This means not only a smaller expenditure in wages, but stops congestion and increases the efficiency of the men who are employed.

Here, for example, we have three men shipping clerks and four drivers. That means seven men about the shipping department, which is not as large as it should be. Now if the use of motor trucks gives such a speedy service that two or three of these will give the service which we have formerly secured from four wagons, we will need only two

Continued on page 93.

Hardware Goods Do Not Cost More

Many Lines Are Actually Selling at Lower Prices Now Than in Years Gone by —Where Prices Have Advanced, the Quality of the Goods Has Gone Up in Accordance—Summing Up of a Series of Articles on This Subject—The Conclusion Drawn.

THE cost of living has advanced at an astounding rate but hardware can be bought as cheaply to-day as in years gone by.

This statement may at first glance savor of exaggeration. We advance the statement confidently, however, believing that we have good grounds for so doing.

There is one topic more thought about, more talked about and more written about than any other at the present time. Men's minds are obsessed by the high cost of living. Whenever a group of men are found together, the conversation inevitably swings around to the height of rents and the price of beefsteak. It is a favorite and constant topic with newspapers and magazines. Controversy has waged bitterly as to the cause of the general tendency of prices to advance and every class has hastened to disavow responsibility.

The fact remains that prices have gone up; that is the only point about the matter which is positive and irrevocable. A higher value has been set upon most things. The dollar to-day, the almighty dollar, has about the purchasing power that thirty cents had ten or fifteen years ago.

This is true of food, some varieties of clothing, rents, and the incidentals of life. But what of hardware? has been asked. Has a higher cost of hardware been set in these years of price aviation?

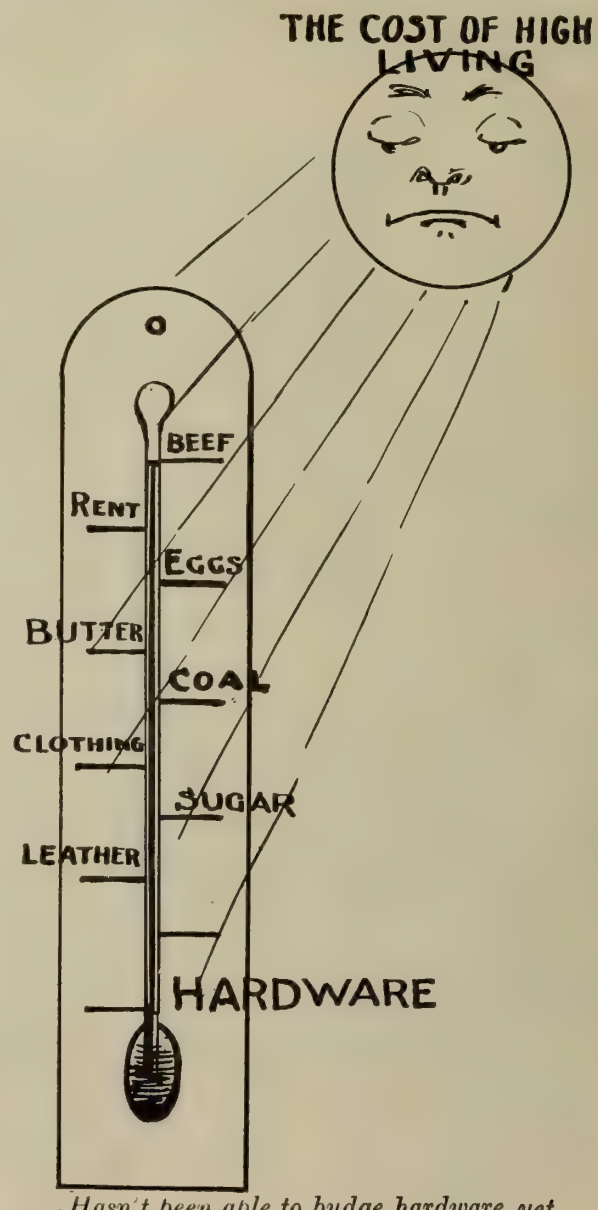
During the past two months, Hardware and Metal has presented a series of articles dealing with the problem of hardware prices. Different lines have been taken up in turn, and the prices have been analysed and compared with old quotations. The object of the series was to find if hardware had followed the general upward trend in prices.

A wealth of valuable information has been gathered and presented in this way. Practically all the more common lines have been dealt with. The time has now come to sum up the facts adduced and to draw conclusions therefrom. But before doing so, it will be well to briefly recapitulate the information presented with reference to each line.

It must be borne in mind that conditions have altered just as materially as prices. Goods sold to-day are in many cases vastly improved over goods sold fifteen or twenty years ago. In determining if the price of an article has advanced, it is necessary to consider the quality of the article. If it has been improved in accordance with an advance in the price, it cannot fairly be concluded that the price has been increased. It is only where more money is being paid for the same article that an advance comes in. Thus, the beefsteak sold to-day is the same as the kind they sold twenty years ago, and the same as the steaks that will be eaten twenty years hence; but the price has doubled itself in a very few years. But take a good tool. It costs more perhaps than in years gone by but it is an infinitely better tool, guaranteed to give better service. In such a case, it cannot be arbitrarily declared that the price has advanced.

There is another consideration which must not be lost sight of. Expenses have advanced most rapidly. Wages are higher, material has, with rare exceptions, gone up. All this has a wide influence on the question of consumer prices.

The lines which have been taken up in our series of price articles are: Copper, stoves, paint, plates and sheets, builders' hardware, cutlery, tools, sporting goods and graniteware. A great many lines have, therefore, not been touched upon but the articles dealt with are representative and it is possible, from analysis of the facts advanced, to draw accurate conclusions.



Hasn't been able to budge hardware yet.

Recapitulation of Facts.

It has been shown that, while there has been an advance in the price of stoves, the increase barely provides for the improvement in the article itself, LET ALONE THE INCREASE IN LABOR AND MATERIAL. It is hard to make a specific comparison on account of the changes in styles and models. However, the following comparison is fairly typical of the general trend:

	1892	1912
Coal range	$40	$47

The style of range which was sold in 1892 for $40 could probably be bought now for less. The present day range is so much superior in every respect to the old style that the consumer, who pays $7 more, say, gets much better value than he did twenty years ago.

Then it must be considered that the cost of manufacture has gone "out of sight" in the two decades.

Considering the situation logically, stoves have not advanced in price. They are, in reality, cheaper.

The Paint Situation.

The same holds good with reference to paint. The present price is higher but the quality is also advanced. The purchaser gets fully as much for his money as he did in bygone years.

At the same time, the price of the finished article has not been advanced to cover the advances made in the cost of the raw material. The price of paint has been kept down in the face of odds. How many consumers appreciate this obvious fact to the fullest extent?

Plates and Sheets.

Here we find a condition of affairs which will need a little explanation. Consider these figures:

	1892	1912
Tin	23c	50c.
Lead	7c	5½c.

And then consider these:

	1892	1912
Terne Charcoal plates....	$8.25	$8.00
Bright coke, Bessemer Steel	$4.25	$4.25

Yes, the prices of sheets and plates have been lowered or left at the old figure, in spite of an enormous increase in raw material. Increased efficiency in manufacture is the reason for this anomalous condition. Galvanized sheets are lower in price now than they were twenty years ago; and other lines show the same result when comparisons are instituted.

Better Tools.

It is impossible to get down to figures in respect to tools . The tool of to-day has improved in every respect over the tool of yesterday. The mechanic pays a bigger price but he gets an infinitely improved article. The tool of ten or fifteen years ago could be bought cheaper to-day probably than it could then. Fortunately, however, there is no call for obsolete tools. The mechanic needs and buys the latest.

Cutlery Cheaper.

In respect to cutlery there has been a lowering of price. Plated ware which brought around $3.50 now sells at $2.25. That comparison holds good in many lines. And yet some kinds of material have doubled in price and labor costs a pretty penny more.

The modern, and cheaper, article is a better one at that. It has been improved in style and rendered more serviceable and attractive.

Once again, the reason for this is the increased efficiency of manufacturing methods.

Sporting Goods.

The quality of sporting goods has been raised, the demand has grown by leaps and bounds; but what of the price? In some respects, prices are lower than they were.

For instance, the base-ball cost $1.50 fifteen or twenty years ago. To-day, it sells at $1.25.

In most lines, prices have been pretty steady. There is no line, however, which has not shown a big improvement in quality. The base-ball, for instance, has been given more spring and buoyancy by the use of cork. The gloves are shaped when bought.

Builders' Hardware.

Here again there have been advances in price but in no case has it been large. Not even in the most expensive lines has the advance been as large as is shown, for instance, in food stuffs.

The reason for the higher level is that people are buying a higher grade of goods. They demand the best quality and the latest ideas. And they pay in accordance.

The improvement in builders' hardware has been very marked. New contrivances and ideas have added to the utility of the goods. If a man does pay $5.00 now where $3.00 formerly sufficed, he is getting a good $5.00 worth and no more. He could still probably get along on the expenditure of $3.00, but he would have to be content with old style goods.

A Decrease Here.

Graniteware is both cheaper in price and better in quality. Here are some figures.

	1892	1912
Seamless milk boilers	$5.40	$4.86
Bread pans	$12.80	$11.52
No. 8 kettle	$8.00	$7.20

And yet the style and finish of these articles has been improved to a marked degree. As a general rule, present day goods are smaller in size, but expediency has demanded this.

It may be asked, how can this be done? Raw material costs more, labor is higher, business maintenance expenses have gone up and up. How can prices be cut in view of these circumstances? The answer is again that the improvement in machinery and general manufacturing facilities has enabled the manufacturers to put out a better article at a lower price.

The comparison might be carried on farther, quoting line after line, article after article. The result would be the same.

Summed Up.

The conclusions to be drawn from this mass of information are not hard to find.

Many lines are actually cheaper than in past years.

The remainder are higher but in all cases the quality has been raised to cover the advance in price.

Few cases, if any, can be cited where a large increase has been made and the quality has remained the same.

In no case has the increase in price equalled the increase in raw material, in labor, in general expenses.

Is it not logical and fair to conclude that hardware has not become dearer? The dollar is still as potent in the hardware store as at any previous time. In other stores its importance has shrunk appreciably. In the hardware emporium it will still buy 100 cents worth of goods.

Make the Fact Known.

It is advisable that hardware dealers should make wide use of this fact. People have become chronic grumblers and they voice their complaints openly. The hardwareman undoubtedly gets his share of complaints on the score of "high prices.". But he has an answer calculated to still the disgruntled comments of the customers. He can prove that the soaring tendency in prices elsewhere has not yet become prevalent in the hardware store.

It will be to his benefit to employ this argument wherever possible.

ORE PRODUCTION.

A recent despatch from Nelson, B.C., says: Totalling 38,971 tons last week the ore production of the Boundary district exceeded the million mark for the year to date for which the output of that section is 1,035,366 up to the week ending July 20. This is many thousands of tons ahead of the same period last year when the total to July 21 was 804,610 tons and the production for the week corresponding with that ending on Saturday was 27,741 tons, of which the Granby contributed 16,000. Last week the Granby shipped 24,971, which is about the average for this year.

With last week's production the total output of the mines of Kootenay and Boundary for the year to date reached 1,283,129 tons.

Smelter receipts for the year were 42,540 tons; for the year to date, 1,193,420.

33 Years in Business---Never Cut a Price

The Record of McGowan Bros. of Uxbridge, Who Are Selling Out—Certain Principles Adopted at the Outset of Their Career Have Been Maintained—Some Original Departments Have Been Successfully Conducted.

Have been thirty-three years in business and during that time—

Have never cut a price.

Have never held a special sale.

Have advertised steadily and consistently during the whole period.

Have bought some lines of goods from the same firms without making a change.

SUCH is the record of Robert and John McGowan, who have been doing business for one-third of a century in the town of Uxbridge, Ontario. They are now retiring and can look back at the thirty-three years they have spent in the hardware trade with justifiable pride.

There is a happy medium in all things. In the retail business, it lies somewhere between rashness and ill-advised venturing on the one hand and the extreme of stagnation on the other. McGowan Bros. seem to have found it. Their course may best be described as conservative progressivism.

But to start at the beginning. They opened in business in the store which they now occupy. The hardware business did not differ then very much from what we find it to-day. It's scope was somewhat more restricted, it is true. There were less lines to carry. Prices on the whole were lower; but some who are veterans in the trade will assert that profits were bigger. It may be so. At any rate, expenses were very much smaller, and that cuts a big figure when it comes to working out the profits.

McGowan Bros. started business on a systematic basis and have followed along practically the same lines ever since. They started with certain lines of goods, found them satisfactory and have continued to sell them ever since. They have maintained the policy that they laid down at the outset with rigid perseverance. They have had comparatively few staff changes. The present head clerk has been with the firm 13 years.

A representative of Hardware and Metal called at their store recently and had a chat with the members of the firm. Robert McGowan has always looked after the books of the firm and when the conversation turned on their early experiences, he naturally thought of the long time he had served at his desk and ledger. "Thirty-three years is a lengthy period," he said. "Why, I have written up 33,000 pages in the day book." It looks big in the aggregate.

Another interesting fact in connection with their early business days is that J. P. Conkle, of Sanderson Pearcy & Co., Toronto, was the first traveler to call upon them. He is still calling.

Never Cut a Price.

"We decided at the outset to have one price and stick to it," explained Robert McGowan. "We have stuck to it ever since. During all the years that we have been in business we have never cut a price."

This is indeed a noteworthy record. How many can equal it?

"It follows that we have never held a special sale," he continued. "Special sales are based on price reductions. We have continued our own way, asking a fair price and never deviating from it."

Consistent Advertisers.

McGowan Bros. have been consistent



An interior view of the store of McGowan Bros., Uxbridge.

advertisers. They started to use space in both local papers and have followed out this programme steadily and consistently. They have not used large space—about three inches double column—but their campaign has been unremitting. In addition, they do a large amount of bill board advertising. All roads leading to Uxbridge are decorated at intervals with poster reminders to go to McGowan Bros. when hardware is needed. The third link in their scheme of publicity is the use of the store windows. They have always been firm believers in the value of window displays.

Handle One Line.

Another principle to which they have steadily adhered is to carry good quality goods and to stick to one line as far as possible. With several firms they have done business without a break during the whole time that they have been in business. Several lines of goods have been handled continuously during that time.

Catered to Trade of Women.

McGowan Bros. have not found the need of changing their methods of doing business to any marked extent because they began on a basis which many dealers have only now attained. For instance, they recognized the need of catering to the trade of women. Thirty-three years ago—and for many years afterward—the average hardware store was a rendezvous for men. Women scouted it. Their shopping was done almost exclusively with the grocer and the dry goods man. McGowan Bros. were not satisfied with this division. They recognized that women spend more money than men, and are more amenable to reason; when reason takes the form of a good salesman with a desirable article. Accordingly, they put in a stock of silverware. They have handled it ever since. To-day one sees at the very entrance to the store a very fine display of silverware and cutlery.

They put in a wall paper stock. This again was a bid for the trade of the gentler sex. It has been a splendid paying department, and has done much to bring lady customers. Also they went into the picture framing business and have always been kept pretty busy. John McGowan has supervised this department. At the present time they carry a stock worth about $200 in picture frames.

A Big Paint Trade.

A certain manufacturer once said: "I always judge a hardwareman by the way he keeps his paint department."

He would have ranked McGowan Bros. high. They have always been enthusiastic on the subject of paint. They have pushed it. To-day they carry a large stock, have a yearly turnover of more than $1,200 and are counted among the most aggressive of paint retailers.

Business Has Increased.

Taking all in all, it is no wonder that they have had steady increases in business year after year.

The business has been sold to Moore Bros. but the latter, will not take possession until October 1st. The members of the old firm will, it is understood, take a trip to the coast. It is their intention to enjoy a well deserved rest.

Some Personal Pointers.

Personally both John and Robert McGowan are interesting men, with a wide outlook. They both have hobbies of their own. Robert is a violin player. His love of the violin does not stop with playing it. He is a collector. At the present time he has a Nicolas Amati which is 275 years old, and for which he refused an offer of $1,000 not so long ago.

John McGowan does not play, but he makes violins. His chief hobby is poultry raising. In this age of high prices, when a man would be inclined to hesitate between an egg and a nugget, it looks like a sensible hobby.

Both are Presbyterians. Robert has been church treasurer for the past 16 years.

The new proprietors, Moore Bros., are considering an extension to the premises, and may also make some changes, including the fitting up of a rest room for ladies on the first floor.

Dealer of Experience Fears Not Hard Times

William Northwood, of Ottawa, in Business for Over 43 Years, declares That the Good Years Which Have Just Passed are But the Promise of Better Years to Come—Does Not Fear Over Building or Over Buying of Land.

THERE is going to be change. These good times won't last. A lot of people who are buying land now are going to be left with it on their hands. Many of these houses now being built will be empty in a year or two.

Even in this age of optimists, remarks of that nature are to be heard. Usually—not always, but usually—those making these pessimistic statements and prophesies are men well up in years. The old order has changed too fast for them, and they can not keep pace. Therefore, the fault is with the times. It is necessary that the fault should be either with them or with the times, and that it should be with them is inconceivable—from their standpoint.

No Hard Times Coming.

Perhaps there may be something worthy of careful consideratios in the notes of warning struck. Unfortunately things are moving rapidly just now. Undoubtedly there is a good deal of rash speculation. Some of this may result in disappointment and even hardship later on; but that what are known as "hard times" are coming, is not easy to believe. Moreover, not many Canadians believe it.

As has been said those sounding the croaker note are usually men well advanced in years — Men who have seen much of business, but who can not keep abreast of the times. It is interesting then to get an opinion from a man well advanced in years, which is diametrically opposite—to hear an elderly man full of hope for the future, and full of confidence that the good times of the present are but earnest of the good times which are to be.

William Northwood, of Ottawa —of the firm of McKinley & Northwood—is one of the old timers who believes in the future. After forty-three years in business he is unafraid of any reverses. He has seen methods change; has seen things put on a different scale, yet he regards these changes not with resentment, but with approval. That the wage bill should have been increased from $100 a week to $1,000, does not scare Mr. Northwood. He realizes that the revenue has grown with the expenditure.

Mr. Northwood is inclined to belittle those who are constantly predicting that hard times are at hand. "If there is any likelihood, of this," he remarks, "other places must be different from Ottawa. I can not see the least reason to expect a reverse here. The growth has been rapid, phenomenal, it is true; but it has not been a mushroom growth. It has not been what you could call a boom, but a good steady advance—an advance which resulted from a proper cause—the influx of people.

Building Activities Natural.

"People are flocking to Canada, and they are coming to Ottawa fast. The building activity is but the natural result. I can not see that there is any overbuilding here. So far from there being any empty houses, there are not houses enough to satisfy the demand.

Every new house is being snapped up. It is the exception when a place is completely finished before it is bought.

Apparently, Mr. Northwood does not greatly fear any evil results as the result of the land buying which has become almost a habit. "I don't think there is great danger of any over-buying here," he remarked, "people are able to hold what they buy. A great many of them are holding, and from the way the city continues to grow it appears they will reap a good profit."

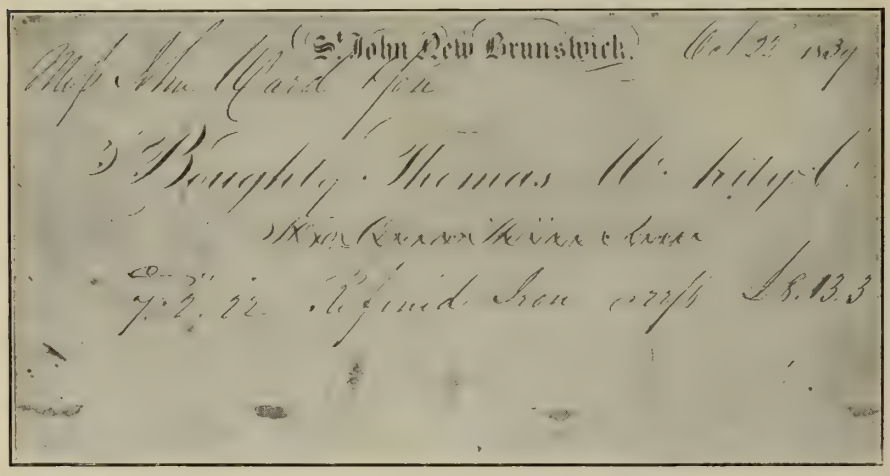
All this growth, of course, means growth in the hardware field. New houses mean sales of builders' hardware, of furnaces, stoves and plumbing. But they mean more than that. They mean an addition to the population, which results in a great growth of business generally. No wonder the cost of running a business has grown mightily. The business has to reach out further. It has to meet needs that were unknown a few years ago. It has to meet a volume of business heretofore unheard of, and fortunately a volume of business which bids fair to keep on increasing.

The times call for men of courage—men capable of making the necessary expansion. Men of all ages, but with the young spirit of Mr. Northwood, are needed.

Records of Pioneer Days in the Trade

The Firm of T. McAvity and Sons, St. John, Dates Back to 1839—Records Relating to That Early Period Are To-day Zealously Guarded—Currency Was Then Reckoned in Pounds, Shillings and Pence.

ST. JOHN, N.B.—There are several interesting features about the store of T. McAvity & Sons, in King Street, which are more dearly treasured than many portions of the elaborate fixtures, the stock, or other factors in the business of the firm. Among the prized souvenirs are a few relics of the old-time days, attesting to the long and honorable record the house has enjoyed in the commercial history of St. John. The honor is not accorded every business firm to have hanging on the walls of the manager's office a framed billhead bearing a business transaction dating back for more than seventy long years, and it is small cause for wonder that it should be so keenly safeguarded as a memento of the pioneer times in the career of this well known hardware house.



Reproduction of a bill dated 1839 which is framed in the store of T. McAvity & Sons.

Thomas McAvity, founder of the business was a man who had the reputation of being a straightforward business man, a good friend, and an upright citizen. He enjoyed the distinction of being mayor of the Loyalist city from 1859 to 1863. For years before that he had been conducting his store under the name of Thomas McAvity & Co. on Prince William Street, and later under the name of John and Thomas McAvity on Water Street, the same business which has descended to the present day and is now flourishing under the title of T. McAvity & Sons.

In the days when the currency of the country was figured in pounds, shillings and pence it was Thomas McAvity & Co., and herewith is shown a reproduction of a bill made out on October 22, 1839 for a deal in which one John Ward bought of them some iron and paid for it in old English coin. It is a most interesting document, and is kept in the McAvity store in a frame as a tribute to its significance as a souvenir:

Evidence of the firm's becoming more up-to-date in their methods of presenting themselves to the public is furnished in another bill which is produced below showing them to be "importers and dealers in English, American and German hardware, etc.," and also giving an idea as to the price asked for nails in those days, July, 1856.

Even at that period, nearly three quarters of a century ago, the firm were strong believers in publicity, though the methods of advertising were not so up-to-date or thorough or nearly so extensive as is the policy of the house to-day. The fact that they believed in letting the public become aware that "they were still doing business at the old stand," and that they had a choice stock of all kinds of hardware, is borne out by the following advertisement reproduced from the old St. John Sentinel, an advertisement printed on May 19, 1839:

And in the same paper on the same date was printed the introductory announcement of the birth of the firm, the advent of a business which was to mean so much to St. John in succeeding years, giving employment to several hundred men in its various branches, and setting a commercial example which any other

THOMAS M'AVITY & CO.

Have received per Ships Hebe, from London, Clyde, Edward Thorne, and Ward, from Liverpool—

20 BALES and Cases Cotton and Woollen GOODS,
2 Bales Cloths, Satinetts, &c. &c.
130 Casks and Cases Sheffield and Birmingham GOODS, comprising a general assortment of Ironmongery, Cutlery, Saws, Files, &c.
180 Casks fine Canada rose Nails, 4d. to 60d.
80 Bags Spikes, from 4 to 12 inch,
5 Casks short link Chain, ¼ to ⅞ inch,
12 Smiths' Anvils; 100 ditto Vices,
4 Kegs patent Shot, assorted, B B to 10,
40 Dozen Spades and Shovels,
2 Casks mineral do; 20 boxes Tin Plates,
100 stone Iron Wire, assorted numbers,
1000 cast-Iron Pots and Camp Ovens,
200 Griddles and Spiders,
Register and half register Grates,
1 Doctor Arnott's Stove,
160 Kegs WHITE LEAD; 50 tins Paint OIL, Casks Lampblack, Whiting, Yellow Ochre, Red Ochre, rotten Stone, Glue, Black Lead, Salt Petre, Alum, &c. &c.

☞ All the above Goods have been selected by the subscribers, in the best markets in England, and will be sold wholesale or retail, at a small advance for prompt payment.

St. John, 19th May, 1839 (*Sentinel*)

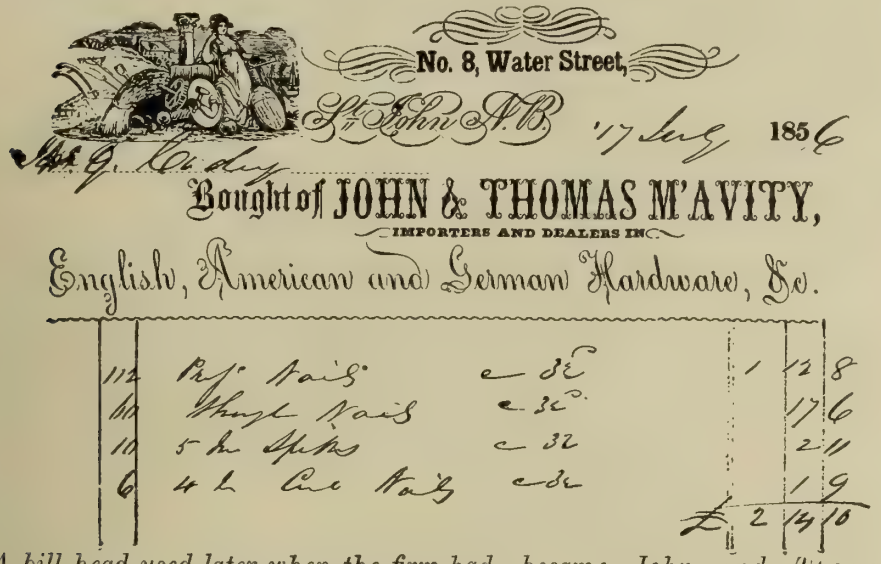
A pioneer firm which believes in advertising.

firm will find difficult to excel. In the opening announcement the wording and phrasing ran this way:

"Thomas McAvity & Co. beg leave to intimate to their friends and the public that they have taken the premises on North Market Wharf, lately occupied by James Hendricks, Esquire (deceased), and succeeded in the hardware and dry-goods business carried on by him therein for many years. From the long experience Mr. T. McAvity has had in the hardware business, having been thirteen years in the employment of the late Mr. Hendricks, in this city, they feel confident that they can give their correspondents every satisfaction."

St. John, N.B., May 19, 1838.

Were it possible that those founders of the business which still bears their name could return to earth for a few fleeting hours, there is no doubt but that they would marvel and be justly astounded at the remarkable transformation which has been wrought in the house they established.



A bill head used later when the firm had became John and Thomas McAvity.

VOGUE OF THE MOTOR TRUCK.

Continued from page 87.

drivers in place of four. Possibly we could get along with one man less in the shipping room too. If the trucks make this possible, and I believe from what I have seen so far that they will, it will be a great thing in their favor.

Chauffeurs Not Expensive.

There seems to be an idea that a chauffeur to handle the car demands a large salary. I have not found this to be the case. When we wanted a man we had a large number of applicants, and I secured a suitable one for $12.00. I promised him an increase in wages if he could make the service satisfactory, but even so the difference in the amount paid a chauffeur and that paid a driver is small.

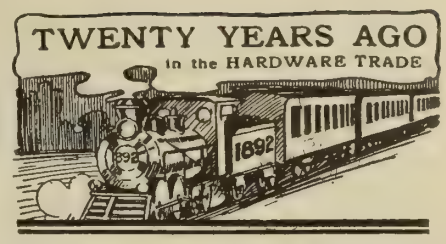
There is need to watch the delivery when a motor wagon is being used. It does not do to send the truck away half filled. Also it costs too much to run the car to send it half way across the city with some hurry-up order wanted by a small contractor. I have given up making these special trips. If contractors, or any one else, want hardware they must order in time.

Just what the motor delivery system will mean to us I do not yet know. Our test has not been lengthy enough. We intend, however, to make a thorough trial, and, from what I have seen already, I am inclined to think that this modern method of taking goods from the seller to the buyer will prove a success.

ANCIENT ALUMINUM.

Aluminum was derived by a secret process long before our time according to a legend related by a writer in Harper's Weekly. The story runs as follows:

During the reign of Tiberius there one day appeared at the Emperor's palace a worker in metals who displayed a magnificent cup made of a brilliant white metal that shone like silver. In presenting it to Tiberius the artificer purposely dropped it. The piece was so bruised by the fall that it seemed hopelessly ruined, but the metal worker took his hammer, and, in the presence of the court, quickly repaired the damage. It was thus evident to all that the metal was not silver, though it presented an appearance as brilliant as that metal. Besides, it was more durable and much lighter.



The following items are taken from issues of Hardware and Metal of September 3, 1892:—

"The Toronto Industrial Exhibition opens on Tuesday next, Sept. 6. With the enlarged grounds, new half-mile track, new grand stand 700 feet long, the coming fair will undoubtedly be away ahead of all that have preceded it."

Editor's Note.—The Toronto Fair, which opened this year on Monday, has been going ever since and has become an event of international interest.

* * *

"We regret that we are still unable to announce any improvement in the condition of the iron and metal trades. The hopes entertained of a recovery from a period of depression have not been realized."

Editor's Note.—What a contrast to present conditions. Activity is very pronounced in the metal trades to-day. The only drawback is that metals are so scarce that it is difficult to supply the demand. Canada is riding on the crest of a wave of prosperity.

* * *

"Traders should aim to make a clean job of their collecting this fall. Last fall money came very slowly, to the hands of retailers, renewals had to be made to a very general extent with wholesalers and interest had to be paid."

Editor's Note.—The same evil still exists in the retail trade to-day, though perhaps not to such a general extent. Having large sums outstanding dealers are not able to meet their own obligations on time and there is loss and inconvenience all around. Prompt collection is one of the first secrets of success in the retail trade.

* * *

"Christian Sybold, of Sybold, Son. & Co., wholesale hardware merchants, Montreal, is dead."

Editor's Note.—Mr. Sybold was one of the best known men in the hardware trade at that time. The firm of Seybold, Son & Co., was afterwards merged with the Starke Hardware Co., making the present firm of Starke, Seybold & Co.

Convention of Canadian Window Trimmers

Meeting at Toronto is Well Attended—An Address by Jerome A. Koerber, of Philadelphia—Window Decorating Lauded as an Art—It Has Been Suggested That Hardwaremen Organize.

TORONTO, Ont., Aug. 23.—The annual convention of the Canadian Window Trimmers' Association was held here on Wednesday, Thursday and Friday of this week. There was a good attendance. Some hardwaremen were on hand but the number was small compared to those present from other trades, particularly the dry goods men. An effort will be made in future to get hardware window trimmers interested in the association. It is recognized that there is a great field for hardware window trimming.

One of the features of the convention was an address on Thursday night by Jerome A. Koerber, of Strawbridge & Clothier, Philadelphia, one of the best known window trimmers in America.

Mr. Koerber regards store and window trimming as one of the greatest professions. Art and skill are essential to it, as well as great possibilities of compensation for men who apply themselves. Many such have advanced to merchandise men, general managers and proprietors.

"A natural leaning or aptness with a strong determination for the business, are among the first principles," said Mr. Koerber, "but once satisfied that he would be happy in no other line, a young man ought to go about the decorating business as one would go about studying any other profession where tact, ability, taste, etc., are needed and developed. If a young man is going to study law he gets law books and works alongside men who know. He is alert, developing in himself a power to reason, to come to conclusions, to make decisions and all the things that go with the business.

One of the first things is—gather a general knowledge of merchandise. To know the various lines of goods, the qualities and uses of same. This means, when he handles goods of any description, the trimmer knows what they are and their uses. A man is at sea if he does not learn the general quality and uses of goods.

A Word for Beginners.

"The beginner has always had a warm place in my heart and I suppose it is because I have had the privilege of starting out so many in the business and because I started at the bottom of the ladder myself, and with a desire to learn well from A to Z. It was not like Topsy in Uncle Tom. She had no origin, but just sprung up without any fierce battles or hard work. Some are that way. They do not need the A. B. C. of the business.

"I decided to learn the business, and this, coupled with a person's natural inclination, will produce success. There are many good men in the business, and many openings. The business has risen to a place next the sister craft of advertising, only with many advantages.

"So I would advise young learners to get beside a man who is sure of what he is doing, who has a good scope of experience and will be able to guide you aright.

"To the man coming up. If thus far you have had the privilege of working alongside experienced practical men, you have learned well the first principle. Now make for better information, using all the various channels of to-day so that you will continue well. Be always alert, ready to learn more, rise higher.

"And now a word of the men who have the responsibility to-day of managing a decorating department. May we not enlist your best efforts to raise our calling to the highest plane of efficiency, that we may commend ourselves more highly to merchants whether large or small.

"Let it be manifest that all selfishness is buried and that as we march on winning laurels reaching higher attainments, we are also ready to help the man coming up."

The convention proceedings were livened up by a number of demonstrations of decorating and window trimming. A number of practical addresses were heard. Altogether, those who attended had an excellent opportunity to pick up a great deal of valuable information and helpful suggestions.

A Hardware Association.

It has been suggested that the hardware window trimmers either form an association or join the C.W.T.A. There are many hundred hardwaremen in Canada who are deeply interested in the subject, and it is felt that an organization would result in the dissemination of much information and ultimately place hardware window trimming on a higher plane.



This original window was shown in the Webster Hardware Store, 665 King Street East, Hamilton. It attracted a great deal of attention and many thousands of people stopped to look at it.

The foreground was sodded and in the centre was a tank containing live fish. The scenic background is a feature seldom seen in hardware windows.

Trade Prospects are of the Brightest

Business Has Been Very Brisk to Date This Year, and Should Continue so—Western Crop is an Assured Success, and a Big Building Boom is Predicted There—Business Men are Anticipating a Splendid Year in 1913.

IT is not hard to reach a conclusion with reference to future business prospects. Everything points in one direction. That the prosperity of the last few years will continue for another year at least is absolutely assured. Business men in all ranks and districts share in this confidence and are laying their plans on that assumption.

The year 1912 has up to the present been featured by marked activity in all trades. There has been so much building that labor has been in constant demand and all materials have been bought in as large quantity as they could be supplied. In addition to the regular run of building operations, there has been an unusual amount of railroad and structural work done as attested by the unprecedented consumption of steel. Metal men report that the demand has doubled itself in a very short space of time.

With all trades busy, there could be but one result. Business in every line has been brisk. The hardware merchant has had a good year so far. From all reports, we are led to believe that the average hardwareman has sold more goods this year than ever before. His profits may not be higher, but his turnover has grown in accordance with the upward trend so noticeable in all things at present.

Big Increases Reported.

The condition of trade is indicated accurately by the state of affairs existing in wholesale circles. The hardware houses report that they have experienced so far a healthy, even a surprising increase in business. The output has been larger than in any previous year. Furthermore, the usual midsummer slump has been little in evidence. Business has continued to come along up to the present with no signs of abatement.

It follows that the manufacturers have been experiencing equal satisfaction. In some lines business has been particularly good. The paint manufacturers, for instance, have found it well nigh impossible to keep up with their orders. It has been a great paint year beyond all cavil or complaint. May there be many more like it.

Varying estimates are given as to the increase in business this year. Some firms have very materially increased their output. A great many have added on as high as 25 per cent. Few, if any, have stood still; and none have losses to report.

As to the Future.

And now as to the future. There seems no reason to believe that the present prosperity will not continue for the remainder of the year. There are no evidences of an impending slump. Crops are good, the factories have plenty of orders ahead, building operations will continue brisk. There is not a pessimistic note anywhere.

Crops are Good.

The Western crop is assured. When this can be said, nothing much else counts. If the West is prosperous—and a good crop spells prosperity—the stimulating effect penetrates to all parts of the country.

The harvesting is now in full swing and glowing reports are emanating from all points with reference to the condition of the grain. A remarkably clean sample is reported—no rust or smut. The weight is not exceptional, but the quality will be high.

Some damage from hail and other causes is inevitable, but the loss this year is small so far. It will not seriously affect the estimates already made of the total. In fact the total seems more likely to exceed the estimates than to fall short. A big increase is now a certainty.

This, of course, must be counted as a strong factor in determining what the future holds out. An immediate effect is being felt in the stove industry. Already the Western demand has manifested itself to such an extent that stove manufacturers, while not anticipating a famine, are preparing to extend themselves to the utmost.

A Building Boom.

Those who are closely in touch with Western conditions predict the greatest building boom in its history. This is done not in a flamboyant spirit. The assertion is made only after a cool and careful survey of the field and its needs. The facts point that way. In all Western cities and towns, houses are very scarce and rents are high. People are pouring in by tens of thousands. They must have houses; and thus it comes about that the West is preparing to build on a larger scale than ever before.

It has not been hard in the past to find plenty to assert that the West was growing too fast, that its growth was of the boom variety and that things generally were being overdone. They are harder to find now. The lesson seems to have been driven home that Western growth, while extremely rapid, is permanent. The building boom of 1913 will be an effectual answer to the lugubrious who have been so steadily predicting a stop to Western progress.

The Collection Question.

It is reported that collections have been about the same as usual, and therefore, neither alarming nor peculiarly satisfying. A lot of paper has been renewed this year in all parts of the country, but the bankers and credit men have not been worrying. With the crop so large, money matters should show an early improvement.

No Depression.

Theorists are at work figuring out when the next period of world's depression is to be expected. They have it billed to arrive anywhere from 1913 to 1916. Men take it for granted that the years of plenty must be followed by a lean period and they hearken to the prophecies of the theorists. The future holds no terrors for the Canadian, however. Even if the old world and the States experienced one of the periodical "black periods," it is doubtful if Canada's progress would be very seriously impeded.

FACTORY EXTENSIONS.

The stove manufacturers realized early this year that a record year was ahead of them and they prepared themselves to meet the demand. Factory and warehouse additions and extensions have been carried out very generally with the result that the output has been very largely increased.

The Gurney Foundry Co., Toronto, have erected an addition to their plant on King street.

The plant of Bowes, Jamieson, Limited, Hamilton, Ont., has been changed and remodelled. The match plate system has been introduced in the moulding department and new moulding machines have been put in.

An addition of considerable size is being erected by Burrow, Stewart & Milne Co., Hamilton.

The Copp Stove Co., Fort William, are making an addition, which will practically double their capacity.

The Galt Stove and Furnace Co., Galt, have completed a 115 by 70 feet addition to their molding shop.

HARDWARE AND METAL

Vol. XXIV. No. 12. Toronto, Canada, August 31, 1912 Two Dollars per Year

THE MACLEAN PUBLISHING CO., LIMITED
JOHN BAYNE MACLEAN - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

CABLE ADDRESSES
CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES
Montreal - 701-702 Eastern Tp. Bk. Building. Phone Main 1255.
Toronto - - 143-149 University Avenue. Phone Main 7324.
Winnipeg - - 34 Royal Bank Building. Phone Garry 2313.
Vancouver, B.C. - - - H. Hodgson, 18 Hartney Chambers.
London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
New York R. B. Huestis, 115 Broadway, N.Y. Phone 2009 Rector
Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234.
France John F. Jones & Co., 31bis Faubourg Montmartre, Paris.

SUBSCRIPTION
Canada, $2; United States, $2.50; Great Britain and Colonies, 8s 6d; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

THE FALL TRADE.

THE fall is an active season in the hardware trade. It is becoming more active all the time. This is due largely to the fact that building operations are carried on later in the year, but there are a number of other contributing causes. One of these is the growing recognition of the fact that the fall is the ideal painting season.

Increased efficiency of methods has enabled the builder to continue work pretty well through the winter. Thus it is not uncommon for new buildings to be started late in the fall. The walls are hastily run up, and interior work is continued right through the cold weather. Thus there is a more or less steady call for builders' hardware and contractors' supplies the whole year around. As the fall is the season when the majority of buildings are completed, the heaviest demand is then felt for builders' hardware, roofing, etc.

The tendency to paint buildings during the fall is growing. Anyone familiar with conditions will state unhesitatingly and unerringly that the fall is the best possible time for this purpose. Atmospheric conditions are well nigh perfect. The fact that so many buildings are brought to completion at this time of year is another factor which is helping to build up the bulk of fall paint business.

Trade is thus stimulated most appreciably and, when it is further considered that the active stove trade is on, the importance of the fall season in the hardware store is realized. It is well to prepare early to meet the rush of business.

* * *

Hardware and Metal takes considerable pride in the present number, which is devoted to the fall trade. It is one of the largest special numbers of the paper ever issued, and is quite a little larger than any previous fall number. The editorial section is larger than ever before and we believe that hardware dealers will read the various articles with interest and profit to themselves. The material contained in this number has been in course of preparation for some months. Staff representatives and correspondents have visited many points in search of practical matter and information bearing on the many phases of the retail hardware trade. In looking for material, we have had one object in view—to find and present to our readers only such information as is likely to be of practical assistance in planning and carrying out the fall campaign. We feel that we can justly claim to have succeeded in this object. The articles contained in this issue deal almost entirely with ideas which have been put into effect by hardwaremen and found profitable by them. A good proportion of the articles are written and signed by hardwaremen.

Necessarily, a great many of the articles refer to the management of the stove department. In view of the close approach of the fall stove rush, readers are particularly enjoined to give the stove articles close study. They will be found to contain a great store of practical advice and profitable suggestions.

* * *

The fall is a big buying season. The hardwareman must keep stocked up in fall lines and he must also prepare for the winter and Christmas trade ahead. As transportation facilities are none too good during the winter months, the merchant endeavors to stock up as largely as he can during the fall, when delays in shipment are less likely to occur. He finds that buying takes a great deal of his time at this season.

He will thus find the annual fall number of Hardware and Metal a ready and efficient assistant in his buying. The advertising pages contain information with respect to every line that he carries. By looking the number through carefully and reading each advertisement, he will glean a wealth of information that he could not secure in any other way.

EIGHT-CENT WHITE LEAD.

UNDER the above caption, there appeared in the May 11 issue of Hardware and Metal, an article dealing with the white lead situation. It was pointed out why white lead was on the advance and the significant statement was made:—"Eight-cent white lead is now the prediction of many well informed—It is worth remembering that those who are now mentioning eight-cent white lead as a probability are those who some little time ago announced that the commodity would shortly sell at 7 cents. Careful consideration should be given these predictions."

Since that time white lead has been gradually advancing. To-day the price in Toronto is $8.15. Thus the prediction made in this paper four months ago has been fulfilled. At the time, there were few who believed that the price would climb so high. All conceded that advances would come, but the possibility of the price reaching eight cents was by no means generally accepted. From careful consideration of market conditions, however, Hardware and Metal felt convinced that eight-cent white lead was not only possible, but inevitable. And the announcement of this opinion was very prominently made so that members of the trade could benefit thereby.

Most hardware dealers have benefited, we believe, by the information which has appeared in the columns of Hardware and Metal with reference to the probable course of white lead—and all other commodities. Some may not have done so. It is for the benefit of these that we point out how closely events have followed our prediction of May 11. Our market reports should be followed closely and consistently.

With respect to the position of white lead, it may be pointed out that the price question has not been definitely settled with the twenty-cent advance put into effect last week. It is felt that further advances must be made, unless the pig lead situation shows early improvement.

THE NEED OF THE WEST.

AGAIN there comes complaint from the West regarding the shortage of cars. Early though it is there is already ample evidence that the rolling stock necessary to bring the harvest grain east will be lacking. Why do not the railways keep up with the growth of the country, is being asked?

Undoubtedly the railways are proceeding a little slowly, but both in the East and the West the people must be reasonable. The West is growing so rapidly that it is out of the question for any railway, or group of railways, to keep pace.

What, the Westerners ask, and the Easterners too, for that matter, is a service which would enable grain to be drawn to the track and immediately loaded into cars. But suppose this were possible. What would result? Why the grain would be carried east in about two months. Then the demand for that great amount of rolling stock would be over. For ten months, more than half the ears would be unused—a stock worth many millions would lie fallow.

It is very evident that no company can afford to provide a tremendous plant for two months use in the year. Therefore it would seem that the West must make up its mind that the grain of the West can not be carried to market in two months. Arrangements must be made for storing the crop, so that it can be shipped later, in perfect condition.

More elevators are needed in the West. On some of the larger farms small metal granaries are being built into which the threshing is done direct. If such up-to-date steps were a little more common there would be less talk of car shortage.

OUR COVER DESIGN.

HARDWARE and Metal takes well warranted pride in presenting the cover design of this issue. Mr. Jeffreys has painted a number of handsome covers for us in the past, but "The last trip of the season," is undoubtedly the best of all. The development of the west is so pronounced that the question of transportation facilities is a serious problem. To move the wheat crop the lake steamers ply back and forth until the advent of winter makes further navigation impossible. Mr. Jeffreys has shown a steamer partly covered with snow loading for the last time. The details have been sketched with painstaking realism and the result is a picture unmistakably western in tone and of striking effect.

HOLDING A MARCH PAST.

NOW that the summer goods are being sold off, it is yet not the time to forget the summer goods. Rather it is the time to make these summer goods perform the march past. Let them go on parade now, so that any defects may be noted. If some lines have not moved as well as was expected, this should be the time to note it. If some goods were in great demand, and sold so rapidly that supplementary order after supplementary order had to be placed, let the fact be brought to mind now. If you secured Paris Green in one shape, and the people wanted it in different form, make a note of that. If a certain class of goods was shipped slowly from the manufacturers, take cognizance of that too. This is the season to hold the parade.

What's the use? What's the use of history? Remembering what happened in your business this summer is not only to assist you in spinning yarns—or, if you be a pessimist, in lamenting that things are not what they should be. It is to so help you that next summer you may profit more by this summer's successes, and avoid many of this summer's failures.

It is wise now, while the facts are fresh in your memory, to jot down notes about the various lines. Thus you will secure the data which will tell you when, and what, and how to buy for next summer. You won't want to buy for three or four months? No! But if you leave the matter till then many of the valuable facts will have slipped your memory. You can now force these to work for you instead of against you by making a few memoranda.

PARCELS POST PASSES.

AFTER a long-drawn-out fight a Parcels Post measure has been passed by the American Senate. The Bourne-Bristow bill, as it is called, was put through without debate.

The bill provides for eight zones in which the rates will be as follows:

The country will be divided into eight zones, length of zones and rates as follows: First zone, length 50 miles, rate, 5 cents for the first pound, 3 cents for each additional pound; second zone, length 150 miles, rates 6 and 4 cents; third zone, length 300 miles, rates, 7 and 5 cents; fourth zone, length 600 miles, rates, 8 and 6 cents; fifth zone, length 1,000 miles, rates 9 and 7 cents; sixth zone, length 1,400 miles, rates 10 and 9 cents; seventh

zone, length 1,800 miles, rate, 12 cents per pound straight. The eight zone is for distances beyond 1,800 miles, with a rate of 12 cents per pound. Maximum packages, 11 pounds.

It is believed that the measure will be found unwieldly, and that in actual operation it will be so complete a failure that the idea will ultimately be abandoned as worthless. As a result, the retail business men are not worrying over the outcome. They are sitting back and waiting patiently and confidently for the time when the laboring and ill-equipped craft of Parcels Post will drift on the rocks of adversity.

A TRAVELER'S STRAIGHT TALK.

TWO classes of hardware dealers are slowly passing away—unwept, unhonored and unsung. They are the dealers who treat the travelers with scant respect, and who are wont to lament that trade is going to the dogs.

Only a few days ago a representative of a Montreal house met one of these dealers—one of them who had both faults rolled into one. "No I don't want anything," growled the dealer. "Things have been dead this summer. Nobody is buying any thing. I don't know what is the matter."

The traveler was not struck dumb. He decided that this was a case where he might well talk a little plainly. He had been stating his approval of the up-to-date methods of some of his customers, and saw no reason why he should not let his disapproval be known too. "How many people have been in here to-day?" asked the salesman. "Hardly any," replied the dealer. "How many exactly?" insisted the traveler. "Three," came the reply. "Well," commented the traveling representative, "why don't you get busy in between these customers? Why don't you clean the dirt from these windows? Why don't you arrange a window display? Why don't you clean up the interior? Why don't you let the people know that some one is alive in here?"

Strange to say this dealer did not take offence. He realized the force of the remarks, and said he would have to make a few improvements. He was a man cured. So the educational work goes steadily on.

SELLING BUILDERS' HARDWARE.

WHAT is the proper policy to adopt with reference to the sale of builders' hardware?

A great many salesmen are prone to talk anything but quality in dealing with customers for this class of goods. They are anxious to get the business and endeavor to close it up by dangling the economy bait before the customer. Here is a case in point. A man who was building a fine home visited three hardware stores to look at samples of builders' hardware. In two stores, he received quotations around $60. In the third, the salesman advised him to buy a line which would cost him $100. He concluded that the third man was trying to extract an extravagant profit and went back to one of the others. The result was that his home, which had been fitted up regardless of expense in every other respect, has cheap hardware. He soon became dissatisfied.

All three hardware firms were to blame in this instance. The two who quoted on low price goods were most to blame, but the third man was at fault because he did not take the pains to prove that the higher price he asked was justified by the quality of the goods. He let the customer get away with nothing but a comparison of prices to assist him in reaching a decision. It was little wonder that the small price line was selected.

Salesmen who will talk quality on small sales, frequently lack the courage to advocate quality on a big sale. If a customer is looking at builders' hardware, salesmen of this stamp fear to suggest that $20 or so more be expended in order to get the best grade of goods. They are more likely to bring forward cheaper goods, hoping to close the deal on the strength of the saving thus offered. That their attitude is a foolish one, goes without saying. Quality is more essential in a big purchase than in a small.

POINTED EDITORIALS.

The one thing which it pays a dealer best to give is service.

* * *

We told you so. Eight-cent white lead has become a fact.

* * *

The fall season opens with the prospect of a record trade in all lines.

* * *

Thirty-three years in business and never cut a price! That's a record to be proud of.

* * *

The dealer can afford to sacrifice any number of slow-pay sprats to catch one ready-money whale.

* * *

Speed is one of the great needs of the age. Hence the motor truck.

* * *

Look at the present price of white lead and then recall the prediction made in Hardware and Metal in the May 11 issue.

* * *

"The advantages of warm-air heating," would be a good title for a talk to be prepared by hardware dealers for the benefit of people who are building homes.

* * *

The warm rays of higher cost have sent food stuffs away up in the thermometer of price. But hardware hasn't shown any particular signs of responding.

* * *

A world-wide combine is now blamed for the rapid advance of pig lead, which is taking up with it lead pipe, white lead, and all other products.

* * *

Dealers in different parts of the Dominion are reporting benefits received through exhibiting at fall fairs. Would such a step help you?

* * *

The adopting is where many dealers fail. They see the value of a suggestion, but there is something the matter with their "adopter."

* * *

The difficulty that the Western farmer experiences in getting his grain stored has not been fully appreciated. The situation is serious.

* * *

The coming short days will bring the alarm clock into popular demand if not into popularity. A window trim of this line would be attractive and should pay. It would have the right ring.

The dealer who does not prepare for the fall is riding for a fall.

* * *

Elbert Hubbard remarks, "To abstain from discourtesy is not enough." That applies to service in the hardware store.

* * *

White lead has not changed in price recently, but the pig is still exceedingly scarce. Those who look for lower prices will look in vain.

* * *

Will the time ever come when hardwaremen will listen to homilies on the subject: "How to make the most of the bathing suit trade?"

* * *

The success of the Western crop is assured. No wonder that business men from coast to coast are wearing the "smile that won't come off."

* * *

A building boom is predicted in the West. If there is anything in the way of a boom that the West hasn't taken advantage of, we have yet to hear of it.

* * *

They are selling bathing suits in hardware stores now. This is the limit—in more ways than one. It is the limit to which daring dealers will go in taking up new lines.

* * *

The cities are talking of harvesting their tin cans now, in order to make a revenue. That homely old practice of affixing a can to a dog's tail will soon be regarded as wasteful.

* * *

That old excuse, "Sorry, but we're just out," has lost more customers than all other makeshift phrases put together. Find a system to eliminate the necessity for excuses.

* * *

Many methods of selling stoves are explained in this number. Why not gather the pointers together, Mr. Dealer; see which ones are old to you; see which ones you might well adopt—then adopt them.

* * *

It was thought a few years ago that brassware was a fad which would would soon go the way so many other fads had gone before. Time has shown the fallacy of this supposition. Brass goods are more sought after than before.

* * *

They flung poor Jonah in the sea;
The captain, who was cross,
Said, " 'Tis a case, it seems to me,
Of prophet and of loss."
—Woman's Home Companion.

* * *

Summing things up from every angle it becomes clear that the present era could best be described as the Button Age. One can do most anything nowadays by pressing a button. The latest is a lock which can be operated by buttons in different parts of the house.

* * *

A year-old copy of Hardware and Metal turned up the other day. Talk about advances—there surely have been advances in Hardware and Metal even in that time. There were in the current market quotations evidences of other advances, however. For instance, copper ingot was then quoted at $13.50; lead at $3.75; and white lead at $6.75. On the other hand linseed oil was then selling at $1.11 and $1.14.

Colonial Preference

CANADA has completed an arrangement which is at once preferential and reciprocal. A measure has been put through to govern trade between this country and the West Indies, which can best be described as preferential reciprocity. Most Canadians believe in Imperial preference—some believe in reciprocity. But all believe in preferential reciprocity as regards the West Indies.

The arrangement entered into is between Canada and the West Indies and British Guiana. According to a report issued by the British Tariff Commission, the agreement provides that the goods of each will be allowed to enter the other at a smaller rate of duty on the same goods from other countries. There are, of course, different rates for different articles, but on the average the preference will be about one-fifth. Thus if foreign-made goods enter the West Indies at 40 per cent., the imports from Canada will be assessed at 32 per cent. This margin of discrimination is of sufficient size to give the colonies included in the arrangement a distinct advantage in the markets of the others.

The most significant feature of this departure is that it is the first time a preference has been declared between British Colonies. It may lead to great things. A preference between all the British colonies would draw near to fulfillment the dream of those who look forward to seeing the Empire drawn closer together by ties other than those of race and sentiment. The "globe girdlers," as they are sometimes referred to, will hail the new arrangement with acclaim as the foundation stone of the edifice of Imperial Federation.

Be that as it may, Canada will probably reap some immediate benefit from the arrangement with the West Indies and would probably benefit correspondingly if other colonies were drawn in. The home manufacturers will have a market where they will be able to increase their export trade. The exports of Canada are not yet large. We are finding it more or less of a trying task to supply the needs of our own growing market, and the Canadian manufacturer has not, therefore, exerted himself to any extent to win a foothold on foreign markets. In some lines, of course, there is a heavy export trade done, but these are the exceptions. Anything which tends to improve the export outlook will be beneficial. Meeting the opposition of foreign-made goods on foreign as well as home markets is a help to increased efficiency.

The report of the Tariff Commission points out that the principal articles of Canadian production which will be directly benefited by the preference will be flour, meat, lumber, potatoes, butter and oats—practically all natural products, in fact. The chief West Indian lines to benefit will be sugar, cocoanut, coffee, bananas, spices and lime-juice. It is believed, however, that manufactured articles will also pass from one to the other more freely as a result of the reciprocal arrangement.

An English contemporary comments on the matter as follows: "We welcome this attempt to foster trade between the colonies concerned, but some knowledge of preferential tariffs, compels the confession that they seldom yield the rich fruit expected of them from their creators. Will this new-born scheme turn out better than the average? We must 'wait and see.'"

Fine Store With Modern Equipment

The H. Wolfhard & Co. Store in Berlin is Fitted Up With Latest Appliances—An Improvement in Appearance and Big Saving in Space Effected—Plumbing Showroom at the Rear.

ONE does not realize how far the hardware trade has advanced of late years until a visit is made to a store which boasts modern equipment. The vast strides made toward improved display and efficiency of service are then apparent.

The modern hardware store bears as much resemblance to the store of a few decades ago as the butterfly does to the cocoon. The old wooden shelves have been replaced by glittering showcases and oak wall fixtures. The wooden ceiling cluttered with a miscellaneous collection of goods has given away to the metal ceiling. The murky little panes which once served as store windows have been done away with and high plate glass fronts admit light to the interior of the store in generous quantity. The modern store has a hundred and one contrivances for storing of goods. Economy of space has been studied and at the same time the appearance has been raised many times over.

A fair sample of the modern store is that of H. Wolfhard & Co., Berlin. It was completed last year. Previous to that the firm occupied a store close to the present site. Their business outgrew the old premises and, when it finally became necessary to seek larger quarters, it was decided that the new store should be made up-to-date in all particulars. This laudable objective point has undoubtedly been attained.

Situated on the main business street of Berlin, the store has a commanding position. The frontage is 21 feet but the window arrangement adopted gives the store a wider appearance. The door has been set so far back that the front is almost V-shaped. Large display windows are thus provided. The entrance leading to the door is tiled, with the firm name set in. Altogether the front is imposing and well adapted to effective display work.

Two impressions are gained on first entering the store. One is that the equipment matches that found in any jewelry or drug store where attractiveness in appearance is especially sought. What is more, the equipment is completely modern. You do not find a glass silent salesman in one part and a battered old counter in another. The second impression is that, although the stock carried is obviously large, there is no evidence of crowding.

A Detailed Description.

But now for some details. To the right on entering one finds the tools and shelf hardware. The tools are displayed behind glass casing. The tool cases run half way up, and above that again are shelf goods. There is one glass silent salesman on this side immediately at the front and a long counter which runs back almost to the rear. After the shelf goods comes paint and after that harvest tools and heavy goods.



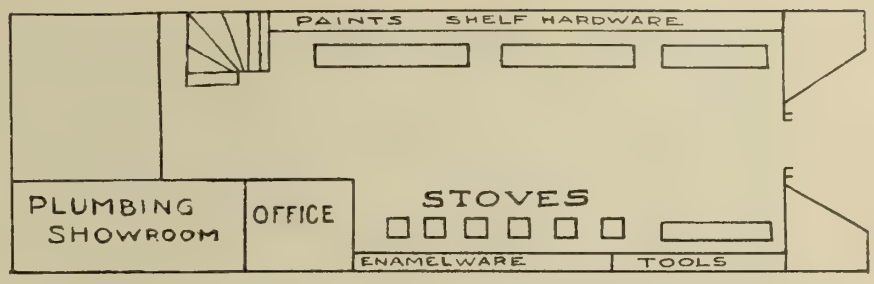
An interior view, showing the tool and shelf hardware sections.

To the left is found more glass front cases in which plumbing supplies are shown. The rest of the wall space is taken up with open shelving for the display of enamelware and tinware. Immediately at the front is a large silent salesman which is used for silverware, cutlery and similar lines. Beyond this silent salesman is a space which is used variously according to the seasons. At the present time it is occupied by stoves. Earlier in the summer gas stoves were found there and at other times tables are placed out for the display of seasonable small articles.

On the left-hand side, opposite the paint department is the office, walled in with glass casements. Behind the office is a plumbing showroom.

The store is fitted up with a metal ceiling which is left absolutely clear. The result of this is seen in the lightness of the store even at the very rear. Slidding ladders are used and the store does not lack in modern equipment in any essential respect. The fixtures were supplied by the Walker Bin and Store Fixture Co., Berlin.

The store is 96 feet long and behind it is a workshop of ample proportions for the tinning departments. The firm do a large business in these lines and also specialize on lighting work. They keep a stock of lighting fixtures, which are shown in conjunction with the plumbing goods at the rear.



A plan of the main floor of H. Wolfhard & Co.'s store.

The basement runs the full length of the store. The front is used for the storing of glass and similar lines. The plumbing and heating workroom is at the rear. The second storey is used as a general store room.

Have an Elevator.

The firm did not confine themselves to the store in securing modern equipment. The tinning and plumbing department are fitted up with the latest tools and machinery. At the rear is an electrically operated elevator which has been found a wonderful convenience in moving goods to and from the various departments and in looking after incoming and outgoing shipments of goods.

A steady business is done in plumbing and tinning work so that the staff employed the year around is large.

Members of Firm.

The firm consists of W. K. Weber who manages the hardware store and the office work, H. Wolfhard who looks after the plumbing department, and Geo. Sehl who has charge of the tinning. By this judicious division of responsibility, all branches of the business get full attention.



A view of the interior of the store of H. Wolfhard & Co., Berlin.

Typical Western Hardware Stores

Two Views are Shown—The First is an Exterior View of a Store of Command-. ing Width—The Second is an Interior View of the Store of an Aggressive Firm.

THE typical hardwareman of the west is virile and aggressive. He has greater difficulties to contend with than the dealer in the older established sections; and, of course, he has his exclusive advantages too. His methods generally smack of the hustling, get-there spirit which characterizes the west.

Something of the spirit of the typical dealer is found in the typical store. When he starts, the western hardwareman has a rough shock for a store. As the section grows and the scope of his business widens, he enlarges his stock and gets in good fixtures. Just as soon as he can, he puts his store on a thoroughly up-to-date basis.

The typical hardware store of the western city is large, well laid out and modernly equipped. Some of the finest stores in Canada are found west of the great lakes. The westerner is not content to continue doing business in premises which he has outgrown. As soon as his business warrants it, he branches out. That is the way of the west.

Two views are herewith presented, which are fairly representative of the class of stores that one encounters on a tour of the land of ginger, grain and growth. The first is an exterior view of the store of O. B. Manville, of Prince Albert, Saskatchewan. Its many good features will be at once apparent. The store has an exceptional frontage, more than twice the width of a majority of hardware stores. The entrance is wide and lofty, flanked on each side by windows of exceptional size. The outward appearance is indeed imposing and we may add that the interior arangements are quite in keeping.

The store windows are admirably suited to display work. That good use is made of them is apparent from the displays shown in the photograph. One is of heating goods and the other of plumbing supplies. Mr. Manville specializes in both lines.

It is apparent from the profuse decorations that this western hardwareman believes in keeping up with events. The decorations were in honor of the Victoria Day celebration.

Mr. Manville employs a large staff in his various departments. The group is made up entirely of the employes of the business.

A Creditable Store.

The second view is of the interior of the store of Sutherland & Stelck, Dauphin, Man. The firm of Sutherland & Stelck is one of the most aggressive and best known in the west. This store is laid down on a different plan from the preceding one. It is narrow but long. It must not be supposed, however, that the front store windows are narrow. They have average size display windows and have always devoted considerable time to this phase of the business.

The store has many modern features. The ceiling is of metal and is not used for display purposes; consequently, the store is always light and bright.

The fixtures to the right are modern designs. At the front glass doors are used to cover the shelves which contain the silverware and finer lines. Beyond that comes the shelf goods neatly sorted up. A long silent salesman is used for displaying tools and cutlery.

The counter to the left is used for the display of seasonable and small articles. It will be seen that it contains an assortment of warm weather goods—watering cans, electric fans, electric irons, etc.



The exterior of the store of O. B. Manville, Prince Albert, Sask.—The employees are shown grouped around the entrance—The inset in upper right hand corner is a photograph of Mr. Manville.



The interior of the store of Sutherland & Stelck, Dauphin, Man.

Large Hardware Store in Gold Camp

A Brief Description of the Establishment of Marshall-Ecclestone, Limited, at Porcupine—Alterations and Improvements Are Now Being Made.

IT has often been remarked in Hardware and Metal that the hardwareman is always in the vanguard of civilization. He is found in the new boom town ahead of all other business men, and he shows great aptitude for adapting himself to conditions.

The accompanying illustration shows a view of the interior of the store of Marshall-Ecclestone, Limited, Porcupine, Ontario. Porcupine is a small place with big aspirations and great expectations. The residents tell you that it will become the gold camp of the world in time. Their confidence was so deeply rooted that the terrible conflagration of last year did not shake it. They proceeded to build the town up again and to-day it is busier than ever.

The Marshall-Ecclestone store is of good size. It has a frontage of 80 feet with a depth of 60 feet. The furniture department is upstairs and is 30x60 in dimensions. The average stock carried is about $38,000.

The store is well fitted up with neat shelving and several handsome new silent salesmen. They use the door system of displaying goods. The doors are covered with green felt. Samples are attached to the doors and large quantities of goods are stored behind them. This system is used for the display of builders' hardware, sporting goods, cutlery, tools, engineers' supplies, brass goods, brushes, etc.

At the rear a small section of the paint department can be seen. They have a large department and do a big paint business.

Altogether, it is a very creditable store. The firm are not satisfied, however. They are making extensive alterations and improvements and, when the work is completed, Hardware and Metal hopes to be able to present complete views of what will be a remarkable store for so new a town.

The Pease Foundry Co., Toronto, are proceeding with the erection of their new foundry at Brampton, Ont. It will have 137,000 square feet floor space.



The store of Marshall-Ecclestone, Limited, South Porcupine.



A RECORD YEAR ASSURED.

IN years gone by, the question at this time of year in the store trade has always been: Will business be good? The only question agitating the trade to-day is: Will we be able to meet the demand?

There is no question as to the volume of business that will be done. It is going to be a record year. The manufacturers have been sure of this for such a time that they have passed the stage where enthusiasm shows and are now estimating what the increase is going to be. There is significant unanimity among the manufacturers on the score of the splendid prospects.

After careful investigation the conclusion is reached that, although demand will be far in excess of last year, which was far in excess of any previous year, there is no likelihood of a serious shortage. The manufacturers will be rushed and there will be delays in shipment when trade is at its height. They have anticipated the increase in trade, however, and will be in a position to meet it. Plants have been enlarged and facilities have been improved to such an extent that the output will be larger than ever before. In addition, the manufacturers have been running full blast all year in an effort to get far enough ahead to meet the fall demand.

There will not likely be a shortage. The dealer who gets his fall stock in early, however, will show prudence and foresight.

COMPETITION IN THE WEST.

THE biggest increase will come from the West, but conditions are not absolutely satisfactory there, however. The importation of American stoves into the West is growing. The Canadian makers are gaining but the fact remains that competition is very keen. It is stated that the dumping clause is in some cases being avoided by the device of marking invoice price at point of shipment.

The Canadian manufacturers claim that the duty on stoves does not prove an adequate protection against outside competition in the West. The duty is 25 per cent., but from this must be subtracted the $2.80 per gross ton duty on pig iron from the United States. Most of the American firms who cater to the Western trade are closer to the point of distribution than the Canadian firms and thus have a difference in freight charges in their favor. Taking it all in all, the protection afforded is estimated at about 17 per cent. by those who have studied the question.

A BIG FURNACE YEAR.

THE past summer has seen an exceptional activity in the furnace trade. This is an outcome of the unprecedented activity in building operations and there is every evidence that it will continue right through pretty well until the end of the year. If the fall shows the same rate of increase as the summer, the furnacemen will have much more work than they will be able to handle.

Warm-air heating is gaining in popularity. This has been most clearly demonstrated. If the advantages of the warm-air system were thoroughly exploited by the dealers, there would be a much greater demand even than is at present experienced. It is a subject which the hardwareman should study.

THE MAIL ORDER EVIL.

THE mail order menace, like the poor, is always with us. The wiles of the catalogue house have been used with characteristic vigor during the past twelve months and a great many thousand stoves have been sold in that way. The hardware trade has lost to that extent.

However, it does not appear that the habit of buying stoves by mail is growing. In some sections doubtless, where the local dealers have adopted Fabian tactics, the catalogue house has gained ground. In a great many places the competition has not been felt to any great extent the activity and wide-awake methods of the dealers having built up a barrier which the catalogue house cannot break down. Mail order competition is dangerous only when the local dealer "lies down."

HOME MARKET SUFFICES.

IT is significant of the possibilities of the home market that Canadian stove manufacturers are not turning their attention to any extent to export trade. They are content with what they can sell on the Canadian markets; in fact, at the present juncture, their main difficulty is to get the goods to supply the home demand. However, the time is not far off when the Canadian manufacturer, like Alexander will "sigh for other worlds to conquer." The Canadian stove has the merit to meet competition anywhere.

Management of the Stove Department

Have Stoves in Separate Section of Store—The Advantages of This Method—Plan Adopted by Writer to Give Prominence to His Stock in Different Parts of Store—The Use of Prospect and Reference Lists—Outside canvassing a Great Help—Make a Fair Margin on Every Sale.

Written for Hardware and Metal by Geo. A. Elliott, Jr., Brantford.

THE hardware dealer who desires to work up a large and permanent business in stoves and furnaces must give to that department a large part of his time. A half-hearted interest will bring half results.

I have made a strong feature of stoves and furnaces during the ten years that I have been in business. In fact, I began exclusively in the stove and tinning business and have since made a gradual entry into the hardware field. I now carry a complete stock of hardware but I still push the stove department to the utmost. I have a larger stove and furnace stock than ever.

It is important that the stove department should be advantageously placed. For some years I had been convinced that it did not pay to carry the stoves on the ground floor store. In the first place, try as you will it is almost impossible to keep the stock looking clean. Dust collects rapidly and small articles are placed on top of the stoves. I always made it a point that the stoves were not to be used as counters but it seemed inevitable for parcels and articles of all shapes and sizes to be deposited there temporarily.

The greatest objection, however, was that it put salesmanship at a discount. To do good work the stove salesman must have a chance to work without interruption. On the ground floor this was well nigh impossible. In the middle of an argument or explanation, one of the clerks would call me from the front of the store to see about something for another customer. Perhaps another customer would interrupt. These interruptions often came just at the moment when I had the sale nearly closed. When I got back the effect of my previous efforts had been entirely lost and it was a case of starting over again. As every salesman knows, if a customer once gets away from the "closing point," it is harder than ever to get up to it again.

Rearranged Store.

Accordingly we had the store enlarged and rearranged before the fall trade started last year. The first floor formerly extended back only half the length of the ground floor. We extended it out to the full length and turned the new section into a stove and furnace showroom. We put in a stairway at the front and an elevator at the back. The space on the ground floor which had previously been used for the stock was devoted to gas stoves. We put a sample heater and a range in the front of the store to serve as reminders. A large sign was also put up advising customers that our stock of stoves was on the next floor and inviting inspection.

The new showroom had two advantages. It was light and roomy. We were able to place the stoves in three rows with wide aisles between and they thus showed to advantage. Further than that we were able to show a large and complete selection. On entering the department, customers almost invariably exclaimed: "What a large stock you have!"

It was impossible to give this impression when we had the stoves on the main floor. We could not show as many lines and they were huddled together. It helps a great deal in making sales to have the prospective purchaser impressed with the size of the stock you carry.

Another advantage we found was that the work of keeping the stoves in good condition had been simplified. Little dust got upstairs. The stock always looked spick and span.

We found the change immediately and surprisingly beneficial. Our sales



An exterior view of the store of Geo. A. Elliott Jr., Brantford—The upper windows were recently put in and are used for stove displays the whole year around.



A view of the stove department on the first floor—Note the large assortment shown, the width of the aisles and the generally attractive nature of the display.



A view of the main floor of the store of Geo. A. Elliott Jr.—The gas stoves are kept in the rear section—a good selection is always shown.

were larger than ever and this could be traced in part to the rearrangement. Undoubtedly it had helped.

We never had any difficulty in getting customers to climb the stairs. Once in the stove department, our chances of making a sale were doubled. We were free from interruption and could show the goods to advantage.

Put in Upstairs Windows.

The need for window display space to feature stoves has always appealed to me. The front windows in the store were barely large enough to make an effective display of stoves and, in addition, they were needed for hardware trims. It occurred to me that a double tier of windows could be put in; that is, that we could put a plate glass front on the first floor and use it permanently for stove displays. I suggested the idea to an architect and found that, while new, it was feasible. Accordingly, he received instructions to go ahead and put the window in.

The results have been fully up to expectations. We keep a number of stoves on display up there all the time. At night the window is lighted up and on account of its originality it stands out. People cannot help but observe the display. The expenditure involved was $350 but it was worth it. We will get the amount back in increased business in a short space of time.

The scheme has been viewed with such favor here that a number of merchants in other lines of trade are adopting it.

A Quadruple Arrangement.

Thus we have what might be termed a quadruple arrangement for the display of our stove stock—the window, the showing of samples in the front of the store, the gas stove showroom at back and the main show room on the first floor.

Outside Work.

I believe that it is necessary to do a certain amount of outside work. We have a plan of campaign which we follow out conscientiously. The foundation of all outside work, of course, is the securing of a list of prospects. We keep a prospect list and make personal calls on all those whose names we get. Prospects are secured in a number of ways. If people who come in to purchase something else show an interest in stoves, we put their names down at once.

If you go in for outside work, you have to be ready to do night work. The evening is the best time to catch a man in and to talk over a matter of this kind. It is trying work but it pays.

Getting Furnace Work.

We have always made a special effort to get furnace work. It is profitable we find, probably for the reason that we never cut a price. When I figure on a job I always allow a price which covers my cost of doing business and a margin for profit as well. If the price is higher than others ask, I refuse to cut it down. My policy is to point out to customers that we guarantee a good job and that he must pay a fair price for it. Many will place their contracts and pay a higher figure when convinced that they will have the best heating system possible.

We have made a special effort during all the years that I have been in business to see that all furnace work is right up to the mark. The layout is carefully planned. My instruction to the men is:



Geo. A. Elliott Jr.

"Do a good job, not a fast one." No trouble is spared to make the installation absolutely satisfactory in every respect. I always inspect a job after it is finished to see that the work has been done right.

Getting After Prospects.

We are assisted in our efforts to get furnace work by the fact that we have an outside salesman. One member of the staff calls on the builders for builders' hardware orders and incidentally he looks after work in other lines, particularly furnaces. As soon as he learns that a new building is to go up he gets the name of the owner. The name is then sent to the manufacturers and they write a letter. We follow up with a personal call.

Business is Good.

The furnace business has been very brisk this year. We have already sold over 25 and, of course, the busiest season is still ahead. At the first of the year, we set fifty as the mark we were anxious to reach and it begins to look as though we would reach it.

Use Reference List.

The reference list is just as valuable as the prospect list. We use it in our canvassing work and in making sales in the store as well. If a customer is hard to convince, we produce the list and read off some of the people who have our stoves or furnaces and suggest that they take them as references. It is an effective means in every case. Most people are willing to benefit by the experience of others.

Quality and One Price.

Speaking along broad lines, my policy is to push the better grades and thus make sure that customers will be satisfied. Of coure, there are people who cannot afford to buy expensive stoves and is is useless to attempt to force them into buying, say, a $50 range when they cannot afford more than $30. It will often lose you a sale.

I have one price for everything and it is always high enough to afford a profit. I never cut. It is better to lose a sale than to make one which does not carry a profit. Further, I believe that the price should allow for a profit above the percentage for cost of doing business.

All the Year Around.

Another principle that I stand for is that the stove campaign must be an all-year-around one and not a merely seasonable one. I do not shove the stoves out of sight as soon as the active demand ceases. The stock remains the same the whole year around. If people want to buy a stove in July we are in just as good a position to show them a complete assortment as we are in October.

I have sold stoves right through the summer months. The other night a man came in and bought a heater. "I won't want it until the fall," he explained. "Can you store it for me?" I told him we would and the deal was closed. He paid the first installment then and will keep on paying until the fall. It will be nearly paid for by the time he gets it.

Yes, it pays to keep the stove stock to the front from January 1 to December 31. We are just as keen after prospects in August or March as we are in November.

Second-Hand Stoves.

Now as to second-hand stoves. It is necessary of course to handle them. There are sales right along which can be secured only on consideration that the old stove is taken back. If the dealer refuses to do this, he loses the sale in many cases at least.

To make a profit on second-hand stoves it is necessary to fix them up, put in new parts, make all repairs and give them a new appearance. They will then sell at a decent price. I have one man who does all work on second-hand stoves. He has specialized on it and can turn out a stove that looks, and is, almost as good as new. We sometimes even have certain parts re-nickled but this is done only where the stove is an exceptionally good one.

Bases His Campaign on Practicality

The Methods Adopted by W. J. McMurtry for the Sale of Stoves—Demonstrates Value of Heater by Heating Store with One During Winter—Has Store Partly Dismantled to Show Interior Parts.

STOVE salesmanship and everything pertaining thereto must be based on practicality. People approach the purchase of a stove as a serious proposition. It means much to them. They want to get a stove which will give them good service. They want to get full return for the big sum of money they will pay out.

The dealer must meet them on this ground. He must be prepared to submit a practical proposition to them and to satisfy them on all points. He cannot count very much on appealing to their love of an attractive article, or on any of the minor considerations which sometimes influence people in the purchase of goods. Common sense will govern their decision.

Practicality is the keynote of the stove campaign conducted by W. J. McMurtry of Galt and St. Thomas. The arrangement of the stock in his store, his sales plans and methods, have all been built up on a foundation of practicality.

Uses Heaters in Stores.

Mr. McMurtry keeps samples of heaters and ranges near the front of his Galt store where they are readily seen. The rest of the stock is kept toward the rear. The samples are kept at the front pretty much all the year around and during the winter one of the heaters is used to heat the store.

This is a practical demonstration of the most practical kind. If a customer comes in to look at a heater, Mr. McMurtry can lead him over to the stove in use and say to him: "Here you see one of our heaters in actual operation. It heats the store and keeps it comfortable as you can testify yourself. It is little trouble and it doesn't eat up the coal."

The customer is faced with the strongest argument that could possibly be presented—the practical evidence of the dealer's own faith in the goods he carries. He sees the dealer depending on one of the stoves to heat the store, and likewise sees that it is "making good."

To Explain How It Works.

Another practical method is adopted in having a stove partly dismantled at the rear. The top is kept off and the interior of the stove is exposed so that all details of the construction can be viewed and explained. This is found a most effective method. The prospective customer is anxious to learn all about the article he contemplates buying and the salesman can make his explanation much more lucid and convincing if he is able to demonstrate every point.

The great danger in explaining the points of a stove is in becoming too technical. The average person is not likely to understand when a lengthy description bristling with trade terms is given. A salesman's explanation of the way to work the drafts or of the process used in manufacturing a certain part can be highly unintelligible to the customer. when he uses technical expressions and terms.

This is a tendency hard to avoid. There is little danger of falling into it, however, when it is possible to give a practical demonstration at the same time. If the salesman is able to render each point quite clear by pointing out how it is done or why it is done or why it is, then he has little difficulty in making his hearers understand.

Thus the plan adopted by Mr. McMurtry helps the salesman to prove his case and to convince his hearers that the stove under inspection is a good one.

Stoves Never Covered.

A point that is rigidly adhered to in the McMurtry stores is that the stoves must be kept clear of all encumbrances. A stove "well displayed is half sold" and, on the other hand, a stove which is covered with miscellaneous parcels and packages is doubly hard to move out.

Not only does the practice of depositing articles on the tops of the stoves in stock lend a far from favorable appearance but it results in the accumulation of dust and dirt. To remain bright and shiny and presentable, a stove must be dusted every day. This is impossible when the top is covered. It creates a certain amount of carelessness and the stock gets no attention at all. Then, when a customer comes in to see a range and the encumbrances are cleared off, the stove appears dull, dusty and unpresentable. The salesman is handicapped sadly when this befalls.

Makes Sure of Installation.

Another point that Mr. McMurtry has always carefully watched is to make sure that the stove sold is found satisfactory. This is an eminently practical consideration. The customer has entered into a bargain which entitles him to certain service from the stove and he expects to get it. If the stove is not giving that service, the dissatisfaction of the customer becomes very pronounced and outspoken. Incalculable damage can be done to a merchant's reputation by the tale bearings of disgruntled customers.

Mr. McMurtry sees that the installation is properly attended to in every case and that satisfactory service is given from the start. If there is any trouble, it is very promptly attended to. Service, practical service, is an essential adjunct to the building up of a permanent trade.

Mr. McMurtry believes in the power of the reference. When a customer has purchased a range or heater and has been well satisfied with the service given, he secures a letter of recommendation or reference from them. If, in an odd case or two they are not satisfied, he soon remedies the matter and then gets a reference from them also.

These letters are used to good advantage in making sales. Their production in the course of negotiations often serves as the clinching argument. The immense sales of patent medicines have been brought about almost solely by the publication broadcast of hackeneyed and very obviously inspired testimonials.

If people will pay heed to the testimonials of strangers how much more reliance are they to place in the references of people they actually know. A testimonial can be made just as good use of when a stove is in question as when it is the purchase of a beauty lotion or a mustard plaster.

Practical. all of them, the plans and methods of W. J. McMurtry have enabled him to build up a solid stove business.

—⚙—

WOMEN IN BUSINESS.

The game of business, and it is a game in the sense of being a contest, is open, and with women, as with men, those who devote their best thought and greatest energy to playing it, are going to win. In Chicago there has recently been opened a department store, owned, organized and operated solely by women and no doubt it will draw a large men's trade.

Inspection of Furnaces Brings More Sales

People Demand Efficiency, and to Assure Them of This Dealers do Well to Have the Systems They Installed Examined— Two Examples Given, One Where Inspection Brings Extra Business, One Where Lack of Inspection Almost Brought Ruin.

A MAN is judged, from a business standpoint, by the goods he sells —not only from the way they appear, but from the way they last. Especially is this so of certain lines. People's memory may be short. They may not remember against a man that a small article purchased from him quickly got out of order. They may not, it is said —though they probably will. But they certainly will remember any inefficiency in an article which cost a large sum, and which was meant to last a number of years. They will remember the dissatisfaction, and will forget to have any further business communication with the dealer.

How the News Spreads.

This being so—and none will deny that it is—it behoves the dealer to be exceedingly careful that the expensive lines which he sells give perfect satisfaction. Furnaces, for instance, can do a dealer a great deal of good, and they can also do him a great deal of harm. Every furnace sold is a help or detriment to another sale. On a bitter winter day a good furnace means comfort. It means a warm home, and it seems that a visitor, whose home is less comfortable, will ask her friend how she is able to keep the house so well heated. It means she will be told the name of the satisfactory furnace. She will be told where this can be secured. In exchange she will tell of the furnace she herself has; will tell of the poor service it gives and will tell the name of the man who sold it. That is a store to be tabooed.

A System of Inspection.

So news of furnaces spreads,and for this very reason it is of the greatest importance that they should be so installed that they will give the required heat and that they should be inspected from time to time—if necessary—to make sure that all is going well.

Cameron & Leacock, in Smith Falls, handle a large number of furnaces. They make it a point to see to the installation of each one of these, and from time to time an inspection is made. There is no waiting until a complaint comes. A man is sent around just to see that all is going well.

It is not hard to see the impression that this makes. To begin with, it keeps the furnaces going as they should. A little flaw will be rectified—a draft, wrongly opened—will be discovered, and the person handling the furnace will be told what harm this does. Sometimes there will be absolutely nothing the matter with the furnace. All the better. The owners will be glad enough to make this report, and they are likely to mention it to some of their friends. Also they are likely to mention it in some such way as this: "Cameron & Leacock sent a man around to look at the furnace, but there was absolutely nothing wrong" Such a statement makes an impression upon whoever hears it, with the result that when they need a furnace they are likely to think of Cameron & Leacock. The members of the firm, indeed, state that their system of having furnaces examined has helped them greatly in making other sales.

As showing a method by which sales may be prevented, even as they were assisted in Smith Falls, another instance may be quoted. It too is a true instance, but for obvious reasons the name has to be omitted. However it will suffice to say that the dealer does business in a good sized town in one of the Maritime Provinces.

This man secured a contract for installing a furnace. The specifications called for a certain make—a certain sized boiler—and required that the furnace should make a certain degree of heat possible. It seemed that everything had been covered, but when the work was completed the satisfaction given was not what it should have been. The make specified had been installed. The size of the boiler was correct. Moreover the heat desired could be given, but to get this required the use of a large amount of coal. The owners said of the furnace that "it ate coal," and of all the criticisms which kill future sales perhaps that one has the greatest power.

Clinic Over Furnace.

What was wrong with the plant? The man who installed it said it was all right. He pooh-poohed the need of any changes. He brought some fellow craftsmen to inspect the work, and they, after the clinic, declared it was all right.

But the householder knew it wasn't. He was paying the coal bills—so he wrote the manufacturer.

Now the manufacturer knew that one bad furnace would do his business incalculable harm. One good man, you remember, would have saved Sodom. Well, one bad furnace may spoil a reputation. Realizing this, the manufacturer wrote the dealer who had made the installation, urging him to fix whatever was wrong. The dealer merely replied that there was nothing wrong.

A Too Small Value.

So the manufacturer dispatched an efficient man. This expert made a close examination of the furnace, and after a time found the trouble. At the back there had been used a valve too small for the boiler. The size of that valve was not specified, and the dealer thought he could economise a little.

After the fault was discovered the man who had installed the furnace refused to admit that any thing was wrong. He said he would change the valve if paid for the work, not otherwise. So, to prevent trouble, the manufacturer paid the $30 which this cost. At once the system was rendered efficient. The proper heat was secured for half the consumption of coal. Satisfaction was given.

But that dealer jeopardized his future business by skimping that job, and by refusing to admit that any thing was wrong. He jeopardized also the business of the manufacturer—and by doing this succeeded in saving himself. But still his action had been short sighted in the extreme.

Efficiency is the thing which people are demanding more and more now. It pays the men handling furnaces—or any other line—to see that they get this.

—⚙—

THE MEANEST MAN.

Customer.—I want a rake and hoe.

Clerk.—Something fancy.

Customer.—No; some with slivers on the handles. I want them to loan.

—⚙—

THE TWINS OF BUSINESS.

Advertising and salesmanship are the modern Siamese twins, says E. D. Gibbs in The Fra. Like those twins of earlier date, whose names are Chang and Eng, they are bound together as one by a band of common interest.

The advertising and selling departments of a business are the modern Siamese twins. They must act together, work together, live together, think together, or disaster will follow.

New Store Inaugurated With New Methods

McClatchie Bros., of Cowansville, Que., Have Built a Commodious Structure With Good Features—New Features Introduced With Success—The Methods Employed in the Stove Department.

FOR twenty-five years McClatchie Bros. have been carrying on business in Cowansville, Quebec. The original establishment was not of great size, but the growth of the business made expansion necessary, and seven years ago a large store was built. But there has been another change since, for fire came, and the comparatively new store was reduced to a pile of ashes.

The fire occurred toward the end of 1910, and immediately the work of rebuilding was undertaken, the new place of business being occupied just thirteen weeks after the fire.

Interior Well Equipped.

There is ample room in the store, the one side being given over largely to hardware, while the tinware—the tinshop has been found a profitable part of the business—is shown on the other side. Cabinets of drawers, to the upper ones of which access is given by sliding ladders, provide good facilities for keeping stock, and silent salesmen enable the attractive display of samples.

Behind the store is the tinshop, and a busy place it is, for beside doing a good business in hardware lines, cement, brick, and tiles are carried, along with heating and plumbing goods. A specialty is made of all kinds of job work, and this, J. McClatchie testifies, has proved and exceedingly profitable line.

As will be seen from the photo the store has three stories. The upper one of these is used for Lodge rooms, and the store seems to have benefited from this, the men of the neighborhood making it almost a rendezvous.

When McClatchie Bros. moved off the main street, after fire had rendered a new store necessary, it was freely predicted that the firm was making a sad mistake; that the trade would not follow to the new stand. But the prophets did not know what the heads of the firm had in mind. They did not know that the intention was to install store equipment which would enable a fine display of goods. Not knowing these things, perhaps the prophecy was well founded; but as events turned out the trade was not left behind, but followed to the new store, bringing with it more trade—enough more to increase the volume of business by fully twenty-five per cent. Such are the results secured by a well equipped and well lighted store, run in an energetic and up-to-date manner.

Pumps Prove Their Worth.

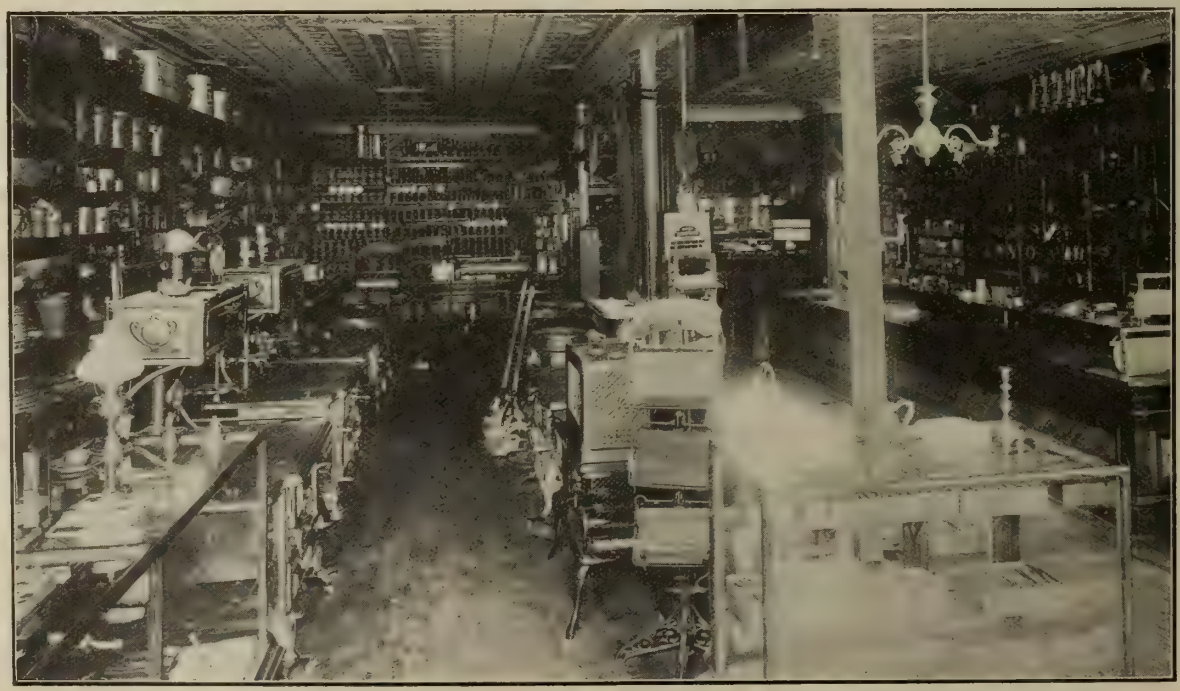
But the improvements made in this establishment are but the forerunners of more. A great deal of gasoline is sold, this being handled by means of an up-to-date pump. So economical and satisfactory has this method proved, that the intention now is to install a full battery of ten pumps, to handle the oils which are now kept in metal tanks situated in the basement.

One of the lines handled to the best purpose in this store is stoves—and the reason is not hard to understand. Sales are sought in a scientific way. If sales were not secured it would be strange.

But here too, the firm is not satisfied with the present results. "We have thought," says J. McClatchie, "that we could improve our stove business by putting a team on the road—by going out and canvassing for sales through the country. But we have not the time to do this just now. We are too busy with our tin shop and our plumbing department. Outside canvassing is something for the future."

Results Satisfactory.

Notice the methods which are now used, however; and notice especially the results. The trade has increased with the advances made, until to-day more than 150 stoves are being sold in a season, where a few years ago 30 or 50 sales represented what was thought a good season's work.



An interior view of McClatchie Bros.' store., Cowansville, Que.

There was a time when selling used to be done from catalogue, and later from one or two samples. But times have changed. Now a wide variety of models is kept, and the prominent display of these attracts attention. From time to time through the season, stove windows are arranged, and never do these fail to attract attention. But the interior displays are kept up the season through. The accompanying cut will show a part of the stove department. Notice the neat arrangement. McClatchie Bros. are firm believers in the value of keeping a store trim and clean. The results they have secured from these methods confirm them in their belief.

No Hurrying Buyers.

A prospective purchaser is shown the models displayed on the floor of the store. Generally a stove which exactly suits is discovered here; but if not there is no attempt made to force through the sale. It is held that no sale at all is better business than one which is likely to prove unsatisfactory—and everyone knows that a person may feel dissatisfied with a model which they were hurried into buying.

The proper stove not being found down stairs the customer is taken to the warehouse on the floor above, where more models are set up. It is seldom indeed that the exact thing wanted is not found up there.

The taking of old stoves in exchange is a problem which has worried many a dealer. McClatchie Bros., in their stove operations, have found that it is wise to do this. "People want to get rid of their old models," says Mr. McClatchie. "They do not need these when they secure a new range. Still they do not like to think that they are throwing the old model away. We do not give a great deal for these second hand stoves, but we do take them. I do not believe we lose anything by this. To begin with, it helps us to get more cash, and after these old patterns have been repaired a little, we can dispose of them at a very fair profit."

How Record is Kept.

One more practice of these stove dealers is worthy of careful note. "We keep track of every sale we make," says Mr. McClatchie. "Not only do we put down the name of the purchaser; but we enter the name of the stove, the makers' name, the date of the pattern number, the style of grates, and the kind of fire lining. This information is of the greatest assistance to us. It helps us to make any repairs that are needed, and making repairs is of vital importance to a stove dealer. The ability to see that the models we sell are kept in good order has helped us in establishing a reputation. People learn from one another that we look after our stoves. They know that stoves secured from us can be repaired, and this leads them to favor buying of us."



A store built to replace the one destroyed by fire. The exterior is of sheeting and all the ceilings are of metal work.

One Sale as Good as Two.

Somewhat along this same line is another practice of this Cowansville firm. They install every stove sold. "Yes," says Mr. McClatchie, "every stove bought of us is delivered and set up. We see that it is in proper shape before we leave it. We give full explanations as to the method of operation. The result is that we have seldom had a complaint of one of our models, and never a complaint the cause of which we were not able to remove. Indeed, installing the stoves and inspecting them as we do has led to such general satisfaction that we have come to consider one sale nearly as good as two. A sale is almost certain to bring us another customer—a neighbor of the one who bought and was satisfied with our stove."

Price is an Important Consideration

Points to be Considered in Catering to Trade of Women in the Stove Business—Methods Adopted by Mulhall Hardware Limited, Ottawa—Fair Exhibits are Highly Commended —The Use of the "Sales Book."

Written for Hardware and Metal by C. McAdam, of Mulhall Hardware, Limited, Ottawa.

THE price is an important consideration in the sale of stoves. Women consider—and rightly too—that stoves are not bought every day and consequently they visit every store to get prices. There are, of course, some customers who wisely look at quality only but there are also those to whom the matter of price is a prime consideration.

While it is not good policy to sell at a figure which does not allow a fair margin of profit, extravagant profits cannot be put on stoves if a big turn-

over is desired. It is well to have a set percentage to figure on which will allow for cost of doing business and also profit. We have four stores and have a set profit to figure on all stoves offered for sale.

The importance of catering to women in the stove business should not be lost sight of. A large percentage of customers are women. They are keen buyers and when they buy from you they invariably tell their friends who, when they need one, are likely to give you a call. The matter of price is an important one with women.

It may be remarked that, when a woman buys a stove, it is very necessary to see that it is installed properly and that full instructions are given. If the stove works well, the new owner will spread the tidings but if it does not give satisfaction, the information will be spread just as fast, perhaps a little faster.

The "Sales Book."

We use a "sales book," containing the names of persons who have bought stoves from us, and we find this helps greatly. This book is classified, so that the names are listed according to the sections of the city where the people live. This makes the book of practical use. When a person comes in looking for a stove, we always find what locality he lives in and then look up that locality in our book for the names of neighbors who have bought stoves from us. We then refer him to these people. He knows them personally in all probability and his judgment is influenced to no small extent by these references.

Exhibits Help.

We find that exhibiting at the Central Exhibition (Ottawa's big fall fair) helps greatly. People come there to see everything and they all have a look at our exhibit. When a person makes enquiry or appears interested, we take the name. After the exhibition is over we send follow up letters to all whose names we have thus obtained. These letters we consider priceless. They show the people that we are taking an interest in them and also serve to make the people take an interest in us.

Carry a Big Line.

It is necessary to carry a large stock and a wide selection. People demand variety nowadays. Then it is necessary to have sizes and prices to meet every taste and fit every pocket.

We handle several makes and about thirty-five styles in all. This includes everything from wood heaters to gas and coal combination ranges. With this large selection to work on, the salesman has a great opportunity to suit his customers.

Stove Improvements & Innovations

General Notes of the Heating Industry

The Canadian Heating and Ventilating Co., Owen Sound, have put out new models in wall and flour registers.

Bowes, Jamieson, Limited, are putting out two special lines. One is a steel range and the other an oak stove,, both being made in four sizes.

D. Moore Co., Hamilton, Ont., have put out two new heaters, which are called Oak Treasure and Strathcona Hot Blast. The latter is brick lined.

The Galt Stove and Furnace Co., Galt, have put a new steel range on the market which they are calling the "Perfect Banner."

The Empire Canopy is the name of a new range offered by the Canadian Heating and Ventilating Co., Owen Sound.

Styles do not change rapidly in stoves, but there is a continual sifting of ideas going on and each year sees the introduction of certain innovations and improvements.

The Doherty Manufacturing Co., Sarnia, have added a couple of lines of cast ranges. One is called the Family Favorite, and the other the Family F. They are plain and neat in pattern. The flue system has been constructed with a view to evenness in the oven.

The Hamilton Stove and Heater Co., Hamilton, Ont., have introduced the Hamilton Souvenir Double Action range. The new feature is that the heat of the burners in the oven is circulated twice through the oven.

The Golden Nugget is the name of the latest addition to the line of steel ranges manufactured by the Gurney Foundry Co. Duplex and reversible grates have been introduced. Some improvements have also been introduced in their gas stoves.

The William Buck Stove Co., Brantford, have after two years' labor perfected the construction of their Radiant Home base burner for using stove size coal. The same flue construction is used as in the Radiant Home for chestnut coal. It contains an extra large magazine. A distinguishing feature is the duplex grate and fire pot.

Several important innovations have been made by the McClary Manufacturing Co., London, to their Sunshine furnace. A series of baffle plates have been placed in the radiator which force the hot combustion gases over the entire radiator area. This increases the heating surface very considerably. Still another improvement is in the elimination of rivets from the dome of the combustion chamber. By the new method, the domes are riveted by electrical process.

The new Good Cheer steel range of the James Stewart Manufacturing Co., Woodstock, Ont., has an especially improved fire-box and a large ash pan, these new features doing away with the grate rest. One other new line is being placed on the market, the Hard Service Heater. It is designed for use in halls, stores and other large buildings. A new furnace, the Alberta is to be introduced shortly.

FIRM CHANGES.

Hamilton & Scott, St. Thomas, have taken over the busines of the Jones Register Co., Toronto.

James Doherty has taken over the management of the Doherty Manufacturing Co., Limited. He has been connected for the past six years with the International Heater Co., Utica, N.Y., and was their New England branch manager. W. L. Doherty has been appointed general sales manager. Thomas Doherty remains as president but is not taking the active interest in the company that he has in the past.

O. M. Edwards has become president of the Galt Stove and Furnace Co., successors to the Down Draft Furnace Co. Mr. Sohrt is manager.

Business Built on Dual Store Plan

Westwood Bros., of Toronto Sell Over 600 Stoves a Year—The Methods Adopted to Build Up This Business—They Maintain a Separate Store for Stoves With Entrance on Main Thoroughfare—Are Enabled to Carry a Large Stock.

WITHOUT doubt special attention or a special department given to stoves will beget best results for the hardware man. This is demonstrated to be so in the case of Westwood Bros., of 633 Queen street, W., Toronto, who have a special store for stoves adjoining their regular hardware store and with exceedingly good results.

For a number of years, they have given special attention to stoves and in keeping with this fitted up the present display room with good large display windows opening on one of the main thoroughfares of the Queen City.

The business was originally started by Jas. Westwood, who took up business at this location 20 years ago. Three years ago his two sons took over the business and have continued to make the stove department, one of the most prominent.

"It certainly pays us to give them special prominence and attention," says J. W. Westwood. "It is the extensive display space that sells the goods. You have to show the goods in order to sell them. As we are situated on a prominent street where a good many people pass, it is natural that our displays should create interest."

"Now, in the ordinary hardware store, little space is given to showing stoves and as the window is only used at odd times, people hardly know that stoves are handled or at least they are not impressed with the fact. When a dealer goes in for a line like this, it pays him to specialize."

The special store for stoves faces right on Queen street, only a few doors from Bathurst street. A big sign across the front flares forth the fact that "stoves" are handled. From the sidewalk the passerby has a clear view of a large range of stoves extending far back and it impresses him with fact that stoves are specialized on. Every time a person passes, he sees the stoves and if he is at all interested, he is likely to step in and make some inquiries. Salesmanship does the rest.

With exception of refrigerators, nothing is handled in this store but stoves, the store adjoining being given over to other hardware lines. One advantage of such an arrangement is that there are no odd articles lying around which in many stores persist in the habit of sitting on the stoves on display, thus detracting from their appearance, Here, however, the stoves are kept free from such articles as well as dust and accordingly show up to the best advantage. It is unfortunately true that stoves in many hardware stores are not shown up to the best advantage.

Have Big Turnover.

"There is no doubt," Mr. Westwood says, "that a nice-looking store assists in selling the goods but still it must be borne in mind that people come to buy stoves and not fine appearances. We believe in showing stoves — showing them to the best advantage, and talking about them intelligently. That these methods get business is shown by the fact that we sell over 600 stoves of various kinds per year."

During the summer gas stoves are given prominence but as fall approaches ranges and heaters are swung into prominence. While several varieties are sold, the firm specialize on one make. They co-operate with manufacturers in advertising and also when they consider the time as ripest in the fall do some on their own account. One of their best advertisements, however, is a strong reputation gained by years of fair dealings and dependable goods.

Taken in Exchange

Old stoves are frequently taken in part exchange from customers who purchase new ones. The firm finds no difficulty in getting rid of these. There is always a certain number of people who cannot afford to purchase a new stove and to these people the second-hand ones are sold.

Of course, if it is felt that the customer can afford it, an attempt is made to sell him a new stove. The news ones are shown at the front of the store while the old ones are relegated to the background. When a customer shows interest in a stove, an attempt is made to draw from him just what price of a stove he is in a position to purchase.

These days, there are a large number of immigrants with little or no money coming into the city and they can only afford to purchase the cheaper second-hand stoves. Thus they are cleared out.



A view of the stove department of Westwood Bros., Queen Street, Toronto.

Slow-Pay Sprats for Ready-Money Whales

Merchants Who Change From Credit to Cash System May Lose the Trade of Slow-pay Customers But They Gain That of the Ready-Money Class—The Experiences of Two Firms and Their Reasons For Changing—Book Debts Reduced and Trade Increased.

PROGRESS in the right direction is always slow. It may be that when rapidity of progress is attempted, the result is temporary, or even permanent, loss of direction. At any rate, most movements which have a successful culmination are carried on slowly, steadily, and systematically.

The movement toward the cash system of doing business is in the right direction and it bids fair to gradually revolutionize trade. It is proceeding at the present time slowly, steadily and systematically. But it is getting there.

It cannot be claimed for the cash system that it creates ideal conditions in the trade, smooths out all difficulties and, in fact, turns hardwaredom into Utopia. It does, however, lessen the burden of worry, and minimize the loss. It puts business on a sound and sane basis. All dealers agree on this, but the reason why so many stick to the old method is that they cannot see the practicability of any other.

However, they are coming around to the other view gradually. Every week sees a convert or two. The experiences of two recent converts are herewith appended.

Many Reasons Why.

Early in June of the present year, Gerry Bros., of Fort William, adopted the cash system. J. N. Gerry outlines their reasons for so doing as follows:

"Our reasons for adopting the cash system were many. The main ones I will set down in order of importance as I see them.

"First, there is the impossibility of restricting a cash system within the bounds of one's capital. We found that our book accounts were steadily on the increase. Not only were the profits going into the books, but part of the capital fund. The more business we did, the poorer we got.

Hard to Collect.

"Then the rapid growth of the city, the moving tendency of railroad people, and the foreign population made it difficult to keep track of the people. We have dropped many small accounts because it cost more to look up the debtor than the account was worth.

"By the cash system, the cost of collections as well as the cost of stationery, stamps, and books will be eliminated to a very large extent.

"Then an additional reason is the relief one gets from the constant worry of bad debts and scarcity of funds. It is worth a great deal to be relieved of this. One feels better able to cope with the problems which confront the business man every day.

A Business Getter.

"Then again I think the cash system is a business getter. People always have some money no matter how hard up they are and they will spend it at the cash store because they conclude they can buy cheaper there. They think the cash merchant can offer better value because he has no bad debts to make up.

How It Has Resulted.

"We have found very little trouble so far. Of course, we have only been three weeks on the way, but the prospects are good. June, (half of which was under the cash system), was the biggest month we ever had.

A Preferred List.

"I might add that we have a preferred list made up of contractors, hotels and wholesale houses to whom a 30-day credit is extended. These accounts are A1 and there is little chance of loss. It would be impossible for a contractor, building in half a dozen places, to pay cash."

Mr. Gerry has introduced a number of very interesting points. His first reason is one which will be appreciated by all hardwaremen. Even the closest and most rigid of credit superintendence fails to keep book debts from accumulating at an astonishing rate. Before the dealer knows it he has so much on his books that it takes all his ready money to keep his credit good with the wholesale house. In other words, his profits are all out on credit. They may come back—in time and in part.

Likewise the difficulty and expense involved in making collections is very great. It is heart-breaking work. There are hundreds of hardwaremen in Canada dropping "small accounts because it costs more to look up the debtor than the account is worth." Unfortunately there are only a limited number adopting the remedy that Gerry Bros. have taken.

It is not exaggerating to say that the cash system increases business to a certain extent. People who have the ready money to pay for what they buy, and who are in the habit of paying, prefer to deal at stores where they feel they are getting the benefit of it. At the credit store the cash customer contributes to he support of the slow-pay and no-pay customer; and he knows it. Therefore, the merchant who frees himself from the shackles of credit may lose a number of his slow-pay customers, but he will gain in return the custom of the ready-money kind. He sacrifices the slow-pay sprat to catch the ready-money whale.

Working it Gradually.

Thornton Bros., of Bradford, Ontario, are another firm to sense the wisdom of making the change. However, they decided not to do so all at once. They have been gradually working around and are now working practically on a cash basis.

Their reasons for "making haste slowly" will be obvious to all. The customer who has been accustomed to getting credit may not take it too kindly if he is suddenly confronted with the necessity of paying cash down for everything. In some cases the effect is similar to that of a sudden plunge into a cold water bath. But bring it about gradually and the customers become accustomed to it.

Cut Down Book Debts.

Thornton Bros. have found the system successful from every standpoint. They are now carrying not more than $500 on their books, whereas formerly they carried five to seven thousand dollars. The volume of business done has increased very materially, so that the change has not had any detrimental effects.

The main reason that impelled Thornton Bros. to take this step was the necessity of meeting the competition of mail order houses. They were convinced that the only way to meet this opposition was to sell for cash.

The reduction of book debts noted in this case is an extremely interesting fact. There are many firms in Canada carrying as much as $7,000 on their books who cannot afford to have so much outstanding. One case is known where a hardware dealer of long standing and never-questioned financial probity failed, because his book debts had reached the enormous figure of $18,000. This exceeded the total value of the stock he carried. Nor is this an exceptional case.

*This letter was written on June 30. Since then, Gerry Bros. have had further evidences of the success of the change. Business has been extremely good.

Financing Sales On a Sound Basis

A List of Items Which Should be Included in the "Overhead Expenses"—How Delivered Cost of Goods Sold During Year Can be Arrived at—Something on the Problem of the Distribution of Costs.

CASES have been known where retail merchants who appeared to be doing a big business have failed. The climax comes suddenly, like a bolt from the blue and often is as much a surprise to the dealer himself as to his friends—and creditors.

In such cases, failure comes in spite of heavy sales and can generally be traced back to blundering fatuity in financing. Some men think that the one secret of success in running a business is to build up heavy sales. They have never perceived the sad truth that, unless the business is being operated on a safe financial basis, the larger the sales, the poorer the business gets.

A system has gradually been evolved which enables the retailer to put his sales on a paying basis. Marking an article at something above cost does not ensure a profit. The selling price must be placed high enough to clear the cost of doing business as well as the cost price of the goods. Whatever is made beyond that constitutes the profit.

This point is so familiar to all hardwaremen that further elaboration would be burdensome. Several points arise on which there is considerable doubt, however, and these may be discussed with profit.

What items are to be included in the cost of doing business on "overhead expenses," which is the term most commonly employed?

The following summary covers the ground thoroughly, we believe.

Draft of Expenses.

1.—Insurance; on building and stock.

2.—Fuel, light, water.

3.—Taxes. Include all taxes and license fees.

4.—Rent. Include the rent of all property used in the business. If property belongs to you, estimate what rent it would bring if leased to others.

5.—Salaries. Include amounts to cover salaries to members of firm, equal to what they could command elsewhere.

6.—Clerks' salaries. Do not forget to allow for extra help.

7.—Advertising. Include all expense incurred for folders, circular letters, window displays, etc.

8.—Express, telephone, and telegraph. Include only expenses which are not added to invoice price or charged to customer.

9.—Office supplies. This includes stationery, stamps, etc.

10.—Drayage.

11.—Delivery. Figure in all charges for upkeeep of horses and wagons.

12.—Repairs. Estimate sufficient to keep buildings in order and allow for painting and repairs to fixtures.

13.—Depreciation. Fix a reasonable margin to cover depreciation on building, fixtures, and stock.

14.—Shrinkage. Losses occur in some lines through leakage and shrinkage. Estimate the total.

15.—Donations. Include all gifts of cash or goods for any purpose.

16.—Bad accounts. There will be a heavy loss where credit is allowed. Past experience will teach what percentage is necessary. Include stolen goods.

17.—Interest on total investment. Figure interest on total assets at first of business year (cash, notes, accounts, and merchandise).

18.—Miscellaneous. There will be a vast number of items under this head which cannot be listed under any of the foregoing heads.

By reckoning expenses on this basis, the dealer can tell at the end of the year what his cost of doing business has been. The percentage is then reckoned on the total turnover for the year. Close study of conditions has led to the conclusion that in the average hardware business the overhead expenses equal 18 per cent. of the total turnover.

Although most dealers could safely accept this percentage, it would not do to neglect keeping track of business expenses. It is necessary to check up expenses continually in order to keep them within bounds. Unless close supervision were kept, the percentage would soon creep up around 25 or higher. When a business is well conducted, there will be little variation in the ratio that expenses bear to sales from month to month. Some firms estimate their expenses by the month and it has been their experience that there is little or no fluctuation.

Estimating Cost of Goods.

Another question often asked is how a record can be kept of the delivered cost of goods sold during the year.

The best system is to itemize each sale and mark the delivered price down at the same time on each slip. This makes it possible to strike a daily balance, showing the profits on the day's transactions. It is a little cumbersome, perhaps, and entails considerable work on the sales staff.

The system generally followed is to take an exact inventory and find the amount of stock carried at the beginning of the business year. Say it totals $10,000. During the year the amount paid out for goods is $70,000, say. Then another inventory is taken and it is found that a stock of $8,000 remains. The delivered cost of goods sold during the year is thus $72,000; for not only has the amount added during the year been cleared out, but the initial stock has been reduced to the extent of $2,000.

Distribution of Costs.

The next question which arises after the percentage for cost of doing business has been struck, is how the cost is to be distributed. The safest plan in most respects, and the most commonly followed out, is to add the percentage all around.

This plan is not an ideal one by any means, however. It contains serious flaws. There are, for instance, certain staple lines which are sold at prices fixed by competition. The prices are often so low that there is no margin of profit whatever. These goods do not carry the full percentage for cost of doing business. The loss should be made up somewhere, on lines which will permit of a larger percentage. This brings up the problem of distribution and, if speculation is carried far afield, many complex considerations arise.

In the departmental stores there is a very definite and scientific system of distributing the enormous cost of maintaining the business. Each department is assessed a certain amount, according to its position in the store and the amount of handling entailed. This amount is then reckoned on the turnover of that department and a percentage fixed which is thereafter charged in the selling price. Thus departments on the ground floor are charged a higher percentage than the department higher up.

This system could undoubtedly be followed out to a certain extent in the hardware store. Most merchants have unconsciously a system of cost distribu-

Concluded on page 140.

Practical Methods of Sign and Card Writing

The Material to Be Used for This Purpose—How Sign Boards Can be Constructed Without Expense—Good Results are Obtained From This Kind of Advertising.

Written for Hardware and Metal by F. Ware, with W. W. Chown & Co., Belleville.

IT is impossible to say too much on the subject of card and sign writing, in respect to its use in the retail hardware business to-day. It is a necessary accomplishment if the retail salesman wants to become thoroughly efficient. People demand to know the prices of goods and so the figures must be displayed in the most striking way possible. With respect to sign boards, they are recognized as a good form of advertising.

During the past winter, I utilized all my spare time in painting fence signs. The material I obtained by saving all good pieces of packing boxes that came into the store. By selecting pieces of suitable size and nailing them together it is possible to make sign boards of any size without any expense whatever.

My process of painting is simple but I have found it effective, giving good results. The boards must first be painted over in one color to give a background. The color to be selected for the background is entirely a matter of taste. Some times I use silver gray, at others apple green or ivory. For the lettering, I use drop black ground in Japan and thinned with turpentine to the consistency of cream.

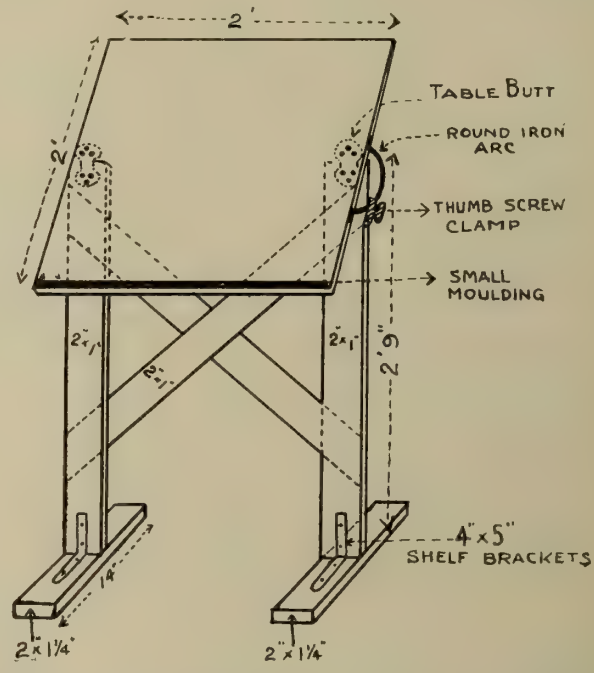
Simplicity in Style.

The style of letter that I invariably adopt is a plain Roman type. I would advise others to do the same. The Roman letter has dignity and is attractive enough and at the same time does not present the same difficulties in lettering as the more ornate types.

I also introduce illustrations occasionally by an enlarged reproduction from manufacturers' advertising matter in black and white.*

These signs nailed up in prominent places on the roads leading to the town achieve splendid results. A glance at them will often remind people of some requirement. Several times farmers have alluded to these signs. In one instance, I was asked to show a man the lantern advertising which would not blow out. Often I have been asked for varnish stain and other articles advertised in this way, thus proving the utility of fence signs.

The big mistake which most clerks make is in thinking it requires a born artist and considerable tuition to make a fair sign and card writer. As a matter of fact all that is required is perseverance and a little encouragement.



A drawing desk made by Mr. Ware for use in preparing showcards—Note details of construction.

*M. Ware described his method of enlarging manufacturers' lithographs in the February 10 edition of Hardware and Metal. He was then with T. M. Nash, Wellington.



Two samples of showcards prepared by Frank Ware from instructions which have appeared in Hardware and Metal—Mr. Ware himself.

The Tools Used.

For fence sign writing, I use black sable quill brushes, No. 5 and 7. For card writing, I use a No. 7 red sable square and brush and black letterine.

I have not been able to devote much time to card writing. However, when cards have been needed in the store, I have endeavored to supply the demand. I believe in plain, simple cards. Neatness in design and workmanship and distinctness in lettering are the main requisites. I find that in dressing a window, one or two plain cards make the display more effective.

The course which has appeared in Hardware and Metal has taught how expert handwriting can be acquired by a short and easy method. It has been the means of helping many a willing clerk to success.

Glass Front Makes Possible Larger Displays

Every Foot of Street Front is Used by Mr. Bernier—He Believes This Part of the Store is too Valuable to be Allowed to Lie Fallow—Aimed to Make Store Distinctive, and Succceeded—Believes in Showing a Variety of Lines.

Written for Hardware and Metal by Hector A. Bernier, Montreal.

THE generally accepted idea of a show window is a place in which to display the goods which are to be bought inside. And undoubtedly this is one very important part which the show window plays, but I believe it also has much to do with advertising, not only the goods to be secured, but also the store itself. A store benefits from being distinctive, and the construction of the show windows may do a great deal to give this desired effect.

In our store we were particularly desirious of having a distinctive front. We were new on the field, in a sense, and naturally wanted to attract a good deal of attention. Therefore, we decided to make the front entrance, and the windows, a little different from any others. I believe we succeeded; and I am quite sure that the odd-shaped front has fulfilled its aim—making passers-by take a second look at the store.

Appealing at Night.

The accompanying cut gives a fair idea of our entrance. It will be seen that the front is entirely made of glass. From pavement to upper floor there is nothing but glass. This in itself is somewhat strange, and givess a particularly appealing appearance at night, when the electric lights are all burning. But the shape of the windows too—making possible the wide entrance—are unusual to say the least.

It may be said that we have sacrificed too much to get that wide entrance. That we have taken away from the width of the windows, and have curtailed the space available for display. I really do not think this is so. The window space, an examination will show, has hardly been reduced at all. It has been arranged in slightly different form, that is all. In some ways, I think, the space has really been increased, for the new arrangement enables more people to see more of what is displayed than is possible with the ordinary-flat-with-the-street window.

Pauses Mean Purchases.

Everyone knows that the great majority of people passing in the street do not pause before a window. They glance in as they walk, but that is all. Now here is where this window of ours does good service. The entrance is so wide, that a person approaching the store can see what is shown through the side glasses. That is, a person walking from the north sees a good deal of what is shown in the south window, and vice versa. They could not do this in the ordinary window. They could only see what is displayed while actually passing. This is but a moment, and nothing of interest may be seen. But with the wide entrance, and the windows trimmed back from the street front to the deep set door, the passer-by has time to make a rather careful examination. If something of great interest is noted, a pause may be made—and pauses mean purchases.

From the other side of the street this window looks peculiar. There is nothing on the Boulevard just like it. People naturally glance over to see what is being shown. Perhaps, from that distance, they will not see any thing of particular interest. But they will be struck by the general appearance of the store, and they will remember this—at least

Continued on page 119.



ALL-GLASS FRONT

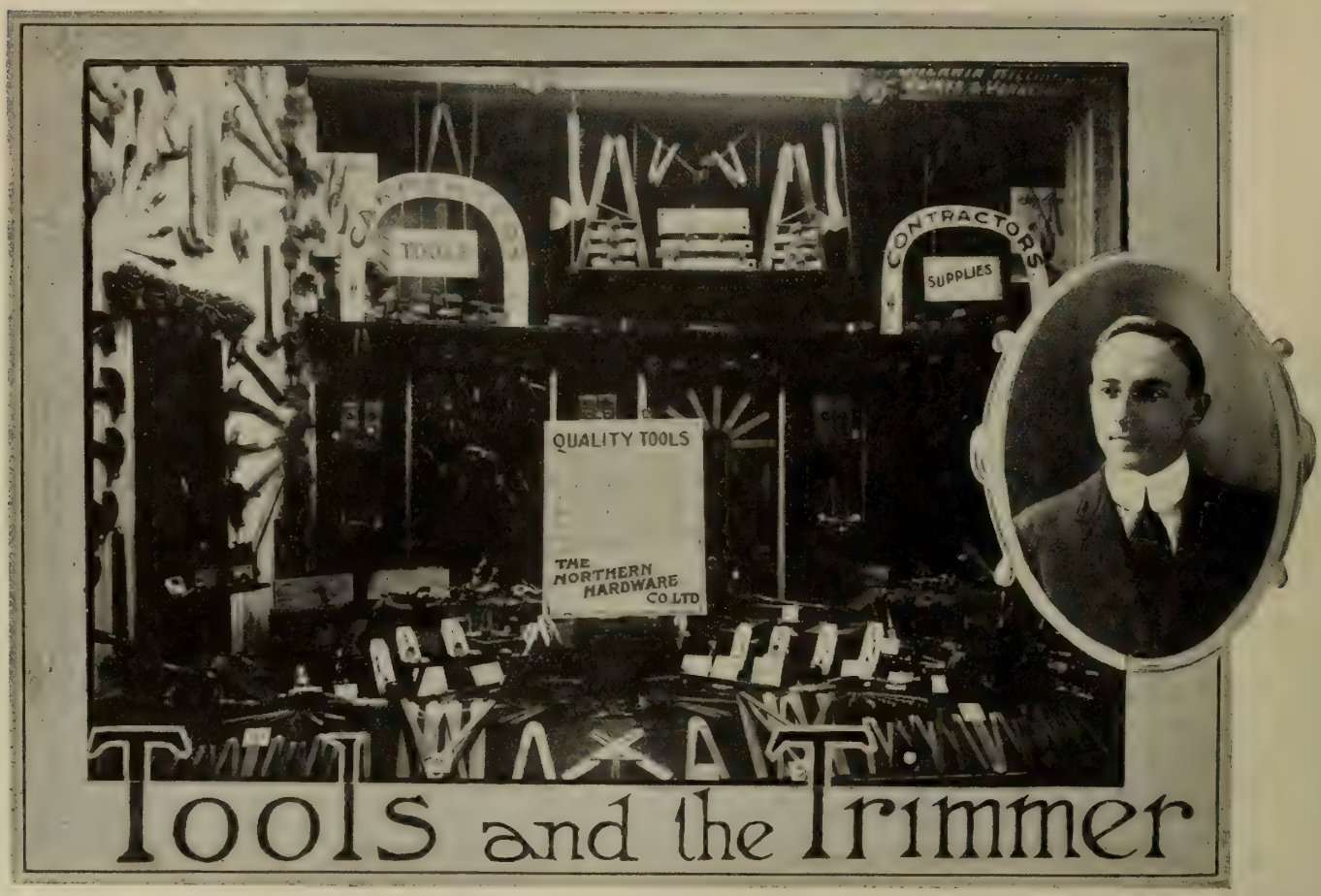
The accompanying illustration of the store front of the Bermer Hardware Co., Montreal, shows to advantage the unique features.

The intention was to secure the maximum of window front on a small frontage. This effect has been secured.

Another advantage aimed at in constructing the store front on this plan was to allow the greatest possible amount of light into the store.

The utilization of the space below the floor of the windows for display is an idea not absolutely new but sufficiently new to make it interesting

The insert at the top is a picture of Mr. Bernier, who designed and planned the store.



To Get Best Results, the Window Trimmer Requires Proper Tools; That is Window Fixtures and Equipment—The Importance of Tool Displays—Practical Hints From a Successful Window Trimmer.

Written for Hardware and Metal by Harold Cook, with Northern Hardware Co., Edmonton.

EVERY window trimmer should devote considerable time to the subject of tools. They constitute one of the staple lines with which he will have to deal week in and week out.

Tool displays can be made great business getters. They sell the goods. The majority of men are employed in capacities which bring them in daily contact with tools and in consequence they are interested in them. Few men will go past a tool display without stopping and looking over the stock. It has as much attraction for them as a display of millinery has for women.

The illustration above is of a window display of tools which I arranged recently in one of the windows of the Northern Hardware Co., Edmonton. The window back was four feet high with eight circular shelves and a shelf along the top, seven inches wide. In the space above the back there was a hanging shelf, 18 inches by 32 inches, on which rules and levels were displayed. Three false panels were placed between the circular shelves and pliers, rules and wrenches were shown upon them. There was a lock set placed on each circular shelf and altogether a good assortment of carpenters' tools was shown.

This window was a big success. The sales in the goods shown were heavy during the time that the display was in the window.

Tools of the Trimmer.

The window trimmer has tools of his own; for that term can be used to apply to the fixtures and display helps which he uses in arranging his display. A good window trimmer without good tools cannot accomplish as much as he otherwise would if the facilities were better.

The window background that I think most practical is the closed-in back. I would suggest that the best possible would be a paneled oak back with elevated floor of stained fumed oak. The floor could be elevated about six inches with sloping front and sides. A brass name plate on the front slope would be a good feature. If glass were set in above the back, a great deal of light would be admitted to the front of the store.

The paneled back must be made with an opening large enough to put a range or any other large article, such as a refrigerator, in the window. This is accomplished by putting in two or three panels on hinges so that they will fold back.

I believe that the closed-in back centres the onlookers' attention on the displayed goods. Their attention is scattered when the back is open. Also, with the closed back no dust or flies can get in the window and the front glass can easily be kept clear of frost in cold weather.

Fixtures are Needed.

It is essential in successful window trimming to keep on hand a more or less large supply of fixtures. I will mention a few of the most useful.

Pedestals.

In case the windows are small, three or four pedestals will be found sufficient. Pedestals can be 24 inches or 30 inches high and 12 by 12 on top with extra false tops of different sizes for use on special occasions. Smaller pedestals can be used to good advantage in conjunction with the larger ones. The use of pedestals is designed to break the flatness of the window and to bring the

goods up nearer the level of the eye, thus attracting more attention. A person walking near the outside of the sidewalk would not notice a flat display but would sight some article if it were displayed higher.

False Panels.

Many small articles can be attached to false panels. The panels can be decorated—in fact, should be—before they are taken into the window and then set in place. The trimmer has a chance to arrange them more carefully in that way.

Circular shelves about six inches in diameter are found advantageous when fastened to the background. They are usd for displaying small articles.

Revolving Display Tables.

Excellent displays can be built up on one of these tables. As they are put into motion, they are sure to attract attention, which is tantamount to selling goods. These tables are made with steel reducing gear and a small motor is required to operate them. A wooden top, any desired size, can be fastened to these tables.

Steps.

Steps built up in the size and style most suited to the window are excellent fixtures. They should be covered with sateen, felt or some other suitable material.

An easel for the display of show cards will be found a valuable fixture in some displays.

Show Cards.

Make your window "talk." You can do this by using good cards and by wording them with convincing arguments on the displayed lines. Sometimes only a few words are required, while at others it is good policy to print a convincing talk of, say, forty of fifty words. The card in the tool trim shown above, read as follows:

QUALITY TOOLS.

"There is real satisfaction in having good tools and when good tools can be bought at the very low prices at which we sell, it is folly to go elsewhere and pay higher prices. We stand behind our tools with a guarantee and protect you against any loss from poor ones."

The Northern Hardware Co., Ltd.

Use One Line.

My experience has convinced me that best results are obtained when only one line of goods is shown at a time. In the case of a display devoted to purely seasonable goods, two or three lines may be shown but great care must be taken to see that the various lines harmonize. Do not confuse or crowd any display.

It is important that window trims should appeal to the class of people who buy the line of goods displayed. This should be watched carefully in every trim.

Original But Practical.

I firmly believe in making displays original but I emphasize, first, last and always on being practical. Selling power is the main thing. The trim that attracts attention, but does not directly affect sales may have value as a general publicity effort but IT PAYS BETTER TO HAVE ACTUAL RESULTS. I make it a point to ask every salesman how his day's sales were on the displayed goods. In this way, I get a fairly accurate idea as to how each display pays and can gauge my work on past results.

Price Tickets.

Price tickets are strictly essential. While the absence of prices might not absolutely condemn a display to failure, I believe that many trims would fail if price tickets were not used. Many people do not like to ask prices for fear that the figure will be too high for them. They might buy if the price, being within their means, were displayed. Therefore, I say, mark everything, unless the article is an exceptionally high-priced one.

Cost of Trims.

Ordinary trims average about $2 in cost. To keep the cost of displays low and still have attractive windows, it is necessary first to have the proper window construction and fixtures.

ALL GLASS FRONT MAKES POSSIBLE LARGER DISPLAY.

(Concluded from page 117.)

this is the effect I believe a striking window has. That is why we constructed our front as we did, and we have had no reason to feel sorry.

Using All the Store Front.

The store front to-day is one of the store's most valuable assets. It enables the dealer to reach out for those passing by. Why, then should a part of this valuable asset be allowed to lie fallow? If a store is 30 feet wide and 20 feet high, why should the windows be only 25x15 Why should a part of that valuable front be boarded up, so that nothing can be seen behind? Why not glaze the whole 600 cubic feet, and make every foot invite inspection of the things to be seen inside.

Large windows give large opportunities. That is why we have started glass right at the pavement. In that bottom two feet we can show a number of lines. It is beneath the level of the regular window, of course. It does not offer the chances for display that the big window does, yet it enables some lines to be shown, and those will be just the ones to appeal to some passers-by.

Trade With Many Peoples.

Of course a large window is of especial advantage to us. We are somewhat strangely situated. Our trade is not confined to any one class of people. In this store are to be seen in the same day, English, French, Hebrews, Italians, Chinamen and Greeks. Some of these foreigners have proved fine customers, and if we can show something in the window to attract their attention, so much the better for us.

Now there are dealers who contend that a window trim should be of one line and one line only. I am not quarrelling with that belief. I know that for many deals this course brings the best results. It certainly enables the arrangement of an exceedingly attractive window, draws people to the store, and brings sales of that particular line.

Have to Show Many Lines.

But with a custom as wide as I have indicated, what would be the use of arranging a display of only one line. Cutlery might interest the English and the French, but would have little appeal for the others. So it would go. No! For us, situated as we are, displays have to be more general. Butchers' knives will draw some. Scissors seem to have a great attraction for the Chinaman. Tools will appeal to the carpenters of all races. Spades, shovels and picks are wanted by the Italian, and kitchen goods are especially in demand by the Greeks —many of whom run restaurants. I want to have something for all these people. I keep the goods together, and make the windows have an appearance of unity, but I must show a variety of lines, and this the large windows enable me to do.

Of course it is impossible for one man to say what another should do. I would not presume to advise my fellow hardwaremen, many of whom have had a wider experience than I; but I can speak for myself. I have found that a striking front is of the greatest value; and I believe that one of the best ways to secure such a striking front is to use a little more glass.

RING OUT THE OLD.

To him the weary eyes of the world forever turn seeking the new, or some manifestation of ancient good in a new guise. Old forms of manufacture and trade are worn out. Yesterday's method must change its face to be ready for to-day. Over the world of commerce the law of onwardness holds despotic sway. —Richard Wightman.

Team Play in Publicity : How and Why It Pays.

Good Results Are Obtained When the Store Window is Linked up to the Newspaper Ad.—Make Them Work Together—How Peart Bros., of Regina Conduct Special Sales and the Results They Get.

Written for Hardware and Metal by A. M. Nairn, Regina.

IT is not only on the field of sport that team play counts. Team play is the secret of success everywhere, and in everything. The biggest concerns succeed because of the perfection to which their organization has been brought; and organization is, after all, another word for team play.

It is particularly and essentially necessary to get the team play working when it comes to publicity. If the hardware dealer works each phase of his advertising campaign separately and without regard to what he is doing in other lines he is not going to get the results. Suppose for instance that the store window is filled with sporting goods while the ad. in the newspaper is banging away at builder's hardware or cutlery. The two do not work together. But if the store window shows the goods which the newspaper advertises, then the results are seen. It pays to concentrate publicity on one line at a time.

Such is the plan followed by the Peart Bros. Co., Regina. For some time now they have been conducting a series of Saturday special sales. An assortment of goods is picked out, which can be sold at the same price, and is put in the window. Advertising space in the newspapers is used to boom these goods. The result of this team play has been to boom the Saturday sales and make them most valuable features.

We can best illustrate how it works out by telling what was done in one particular instance. The accompanying illustration shows a window display and an ad. which were run simultaneously. The window was arranged on Thursday morning. The articles shown were: Razor strops, shaving brushes, razor hones, shaving cream, pocket knives, tea and dessert spoons, silver polish, tea and coffee pots, tea kettles, bake pans, preserving kettles, dinner pails, dish pans, sauce pans, pails, hand saws, wrenches, try squares, files, pliers, saw sets and other tools. A half dozen or a dozen of each article was included according to the available space and the demand for that article. It was a great collection—something to suit everyone. And the price was the same on everything, 50 cents.

Attracted Plenty of Attention.

During the two days that the window was on display, it attracted a great deal of attention. At any hour of the day, it was possible to see people selecting the articles they intended to buy. A great many scanned that window from end to end. They seemed convinced that it contained some article they would need and which they could thus secure at a bargain.

The advertisement appeared in the Friday issue of the newspapers, thus backing up the window display. Many people who saw the ad. came to see the window, and they remained to buy.

Splendid Results.

This particular sale was a huge success (as indeed all these Saturday specials are) from the time the store opened until ten o'clock at night, the customers were examining the articles and making purchases from the window. Some mentioned the ad., while others had been attracted by the display.

By closing time, it was found that there had been sales of every article in the window, while some of the more popular lines had been cleared out entirely. Which shows that such a sale is a money maker for the assortment consisted of 50 and 60 cent articles with a few 75 cent articles as leaders.

It Was Team Play.

The main feature about it was, however, that the good results had been obtained by team play, by linking up the store window to the newspaper ad.

This window display appeared in the store Peart Bros. Co., Regina, on a Thursday and was left in until Saturday. On Friday the ad. appeared in the daily papers. .The sale was



a huge success and practically the whole stock was cleaned out. Moral: It pays to link up the store window and the ad., to effect team play between these two common mediums of publicity.

50c Bargains in Tools and Graniteware Saturday 50c

It will pay you to take advantage of this Saturday Special Sale, as you can save from ten to twenty-five cents on each purchase. See our window.

A LIST OF BARGAINS.

	Regular.	Saturday.
Rice Boilers, 2 quart	75c	50c
Pitchers, enamelled	75c	50c
Preserving Kettles, 10 quart	75c	50c
Dish Pans, 17 quart	60c	50c
Tea Kettles, enamelled	60c	50c
Tea Pots, enamelled	65c	50c
Nevada Silver Teaspoons, per dozen	90c	50c
Child's Set, cup, saucer and plate	60c	50c
Hand Saws, 26 inch	75c	50c
Claw Hammers, guaranteed	75c	50c
Braces, 10 inch	60c	50c
Hatchets	75c	50c
Rules, 6 ft.	60c	50c
Screw Drivers, 10 inch	60c	50c
Wrenches, 12 inch	65c	50c

PEART BROS. HARDWARE CO. LIMITED
Phone 121
COR. S. RAILWAY & ROSE STS.

Store Paper an Aid to Advertising

Dewar and Ryan, Pembroke, Publish a Monthly Paper and Distribute it to 500 Customers—They Have Tested Results and Found That it Pays—Newspaper Advertising is Also Conducted Systematically.

A GOOD number of dealers send out circulars from time to time. Now there is a good deal to be said in favor of a circular, and also some things to be said against it; but none will deny that a store which circularizes 500 customers, or prospective customers, twelve times a year, is taking a step which should bring good results.

To carry out any such extensive circular campaign would require a great deal of time, and no small expenditure of money, were there not a short cut. But here, it appears, there is a royal road. It is offered by the "House Organ"—a little magazine, issued by the store, and sent to a select list of the store's patrons and likely patrons. Dewar and Ryan of Pembroke have been issuing such a "House Organ" for some time, and it would be hard to convince the members of the firm that this has not been of benefit to them.

Requirements For Success.

To be successful there are a number of things a store organ must be. First it must not be so expensive that its maintenance will cost more than the business it brings in. Then—and above all—it must be readable, so that when received it will be kept and studied. In a city community there might be small hope of securing this attention for the publication—though there are successful organs issued by city stores—but in the country, a paper, if it is bright, will be sure of a careful reading. There is not such a great mass of literature to crowd it off the reading table.

Dewar and Ryan have taken steps to learn whether their organ is read, and evidently they are convinced that it is given careful attention, for the circulation has been increased from 300 to 500.

Proving Organ's Popularity

How has the firm proved that the paper is read? Partially, of course, by noting that the lines advertised in the monthly are ordered. Partially, also, by hearing customers mention the paper. But there is another method by which a test is made. On the back of the issue, from time to time, is printed a coupon, which is allowed to count for ten cents upon any purchase of $1.00 or more, made within the month in which the particular number of the House Organ was issued.

There is no trickery about this coupon. Its purpose is plainly stated as follows:

> "We are using this method of checking our advertising returns. It is worth ten cents a month to know that you appreciate our paper, and come to us to supply your needs."

How the Organ Serves.

The House Organ has two main uses. It keeps the store name constantly before the people—making them think of it when they think of a hardware need. It also contains a good number of seasonable advertisements, which are in themselves of interest to those to whom the paper is sent, and which must be seen even by the careless reader, for they are printed in close conjunction with the editorial matter—editorial matter which is of interest to men, women and children.

Mr. Dewar gives it as his belief that some House Organs fail because those issuing them seem to think the little magazine takes the place of advertisements in the newspapers. He does not believe they can do this. A house organ carries a personal message, and in some ways is superior to the newspapers. On the other hand the newspaper is open to every man who has some decent thing to advertise. In it a dealer puts his goods up for comparison with the goods of his competitors. He shows he is not afraid to have comparisons made. People appreciate the sporting feature of this.



THE RECREATION NUMBER - - July, 1912

HARDWARE STORE NEWS

PUBLISHED MONTHLY BY

DEWAR & RYAN

HARDWARE AND COAL MERCHANTS

Stoves, Ranges and Furnaces, Plumbing, Steam and Hot Water Heating, Metal Roofing.

Pembroke, Ontario

MEN AND WOMEN

Who does the purchasing for the family?

Competent authority says that women do by far the largest portion.

And knowing their dealer caters

JULY COUPON

WILL BE ACCEPTED ON ANY CASH PURCHASE OF ONE DOLLAR OR MORE AS

TEN 10 CENTS

NOT GOOD AFTER JULY 31, 1912

ONE ONLY TO A CUSTOMER IN MONTH OF JULY

CUT OUT AND SIGN YOUR NAME BELOW

Name

Address

We are using this method of checking our advertising returns. It is worth ten cents a month to know that you appreciate our paper and come to us to supply your needs.

Among ... Without in any ... ing upon others we wish ... state that we are extremely careful to stick to the plain truth, and will make good any statement made in regard to the goods purchased from us.

If you are in need of anything in our line, we shall strive to treat you so well that we may deserve your continued business.

While we are endeavoring to make our place attractive to women, we have also found it to be more attractive to men also. So we issue a general invitation to the entire family to make our store headquarters for supplies.

GOOD OLD SUMMER TIME

NO MORE SCHOOL — VACATION'S HERE

THE JULY MOON HOLDING ITS REPUTATION

SUMMER BOARDERS AT MEAL TIME

EVERYBODY LOAFS BUT MOTHER

EFFICIENCY

At the present time you hear of efficiency on all sides and from all quarters. We have given much careful thought to the question of how we can give more efficient service to our customers, and to do this we have realized how very necessary it is to select our stock with the greatest care, buying only good, dependable goods, keeping our eyes open for new goods that are labor and time savers, or which are especially adapted to our particular locality. We have also found that we must study the use to which the various articles are to be put, so that we may buy and also sell with discretion.

Again, to make our service more efficient, we have given careful thought to seasonable goods, filling our shelves, display stands and windows with them and calling your attention to them early enough in the season so that you may be supplied when you need them. For instance, you want your new hose and tools for the lawn, or your old ones repaired before the grass has been killed; and you do not want to know where to secure ice tools and warm weather comforts after the warm days are past.

And again, to increase our efficiency we have realized the importance of prompt service, whether your order amounts to cents or dollars, and we are prepared to give you immediate attention. We aim to treat all who call at our store, whether they buy or not, as courteously as we would were they calling in our home. We are anxious to show our wares, to explain their superior qualities and to offer any suggestions our knowledge of the goods and the use to which each item is to be put would warrant.

We are here, not only to serve you, but to serve you to the best of our ability.

In summing up, we will say our definition of efficiency, as applied to our business, is "having and doing the right thing at the right time, and letting the right people know in the right way."

Front page of house organ of Dewar & Ryan—The slip used to trace results is also reproduced.

Such advertising gives them more confidence in the goods demonstrated.

Where Papers Co-operate.

Dewar and Ryan use space in the weekly newspapers regularly. Every issue of the English and German paper has something from them. Every week the copy of these advertisements is changed. Things are kept up-to-date. There is no advertising Christmas goods in February. The messages are live. They strike the people from a little different angle than do the ads. which appear in the House Organ. Moreover, they reach some people whom the Organ misses.

One of the great powers of the House Organ is that it goes straight from the store to the home. It lets the reader know that the dealer is thinking of him. That of itself has some influence in leading the reader to buy from that dealer. There are House Organs and house organs of course, but it seems that in many cases these are a help to merchandising. They would be of value more often did all dealers who issue them bear in mind the truth that Dewar and Ryan act upon—that a House Organ does not take the place of other advertising, but merely supplements it.

Planning Fall Advertising Campaign

A Schedule Should be Mapped Out in Advance—The Matter of an Appropriation—Stove Advertising Should be Started Early in the Season—A Suggestion For a Stove Advertisement.

FALL advertising does not differ in any essential respect from advertising done at other times of the year. There are no peculiar conditions to be lived up to which would have an influence on the style of copy turned out. Still there is this to be borne in mind.

People enter the fall season with a sudden access of energy. During the summer they are liable to let their energy lag, to take things as they come and, perhaps, to shirk a little here and there. But with the coming of cool weather, this vanishes. Men come back from their vacations invigorated, keen for work, and prepared to take a bigger interest in things. This interest can be more readily aroused.

For the hardwareman, the fall is a particularly busy season. He has many lines which come to the front at that season. It follows, therefore, that the fall advertising campaign of the hardwareman should be vigorous and progressive. He should take advantage of the aroused state of the public mind to hammer home some truths about the seasonable lines he has to offer.

Lines to be Featured.

The fall advertising cannot be handled in a haphazard manner for several very good reasons, the first of which is that there are so many lines to be featured that a good system is needed to look after them. Look over the list of goods which are particularly salable when autumn weather arrives:—Builders' hardware of all kinds, roofing, paint, wall paper, electric fixtures, stores, furnaces, and so on ad infinitum. All these lines will require a certain amount of attention from the ad. writer and he must so divide the space at his disposal that no lines will be neglected. It is the best plan to map out a regular schedule, showing space to be used each day and the goods to be featured. For instance:

Week of September 23.

Monday—Builders' Hardware, 3 column, 10 inches deep, 6 cuts.

Tuesday—Roofing, 2 column, 12 inches deep, 2 cuts.

Wednesday—Paint, 2 column, 12 inches deep, 2 cuts.

Thursday—Furnaces, 2 column, 12 inches deep, 1 cut.

Friday—Stoves, 3 columns, 10 inches deep, 2 cuts.

This system will be found doubly useful if the dealer endeavors to suit his space to the article or line featured. For instance, when builders' hardware is to be taken up and a number of small cuts used, effective use can be made of 3-column space or even wider. It is often found a good plan to vary the size and width of the advertising space in order to secure variety. But if there is a definite appropriation, the ad. writer must be careful to "keep within his means." If he uses up too much space early in the campaign, he will find it necessary to scrimp later, and this would entail neglecting certain lines. It is best, therefore, to plan out at the start how much space is to be used right along, what size each ad. will be and what lines are to be dealt with.



An early stove ad. of Western hardwareman.

The Appropriation.

This brings up the much discussed question of the advertising appropriation. Opinions differ as to how much should be laid out for newspaper publicity. Some go so far as to believe that 5 per cent. should be devoted to this purpose; others doggedly assert that not a dollar should be spent. The proper proportion of advertising expense lies, probably, somewhere between these points.

In the opinion of the writer, it is wiser to fix appropriations for each season rather than for the whole year. No merchant can accurately determine what his advertising requirements will be a year in advance. It is better to fix a certain amount for each season. This makes it easier to map out a season's schedule, in accordance with the appropriation.

The Windows Help.

The importance of the store window as a side partner of the newspaper ad. is not fully realized. A great many hardwaremen have never made any effort to make these two mediums of publicity "trot in double harness." They manage their advertising and window display campaigns on the principle which should rightly pertain in charity—the one hand knoweth not what the other is doing.

There should be the closest co-operation between the two. The ad. should call attention to window displays and vice versa. The ad. should, in practically all cases, deal with the same lines that the window displays.

The accompanying illustration is part of a full-page advertisement run by A. Fulton of Enderby, B.C. Note the prominent reference made to a coming window display. This is a good specimen of real "team play."



A fall advertisement which worked to good effect with window display.

The Stove Campaign.

Stoves constitute the outstanding feature of the fall trade in the hardware store. They should bulk largely, therefore, in the advertising matter.

The commonest fault to be found with the stove advertising of the average dealer is that it is not started soon enough. It is, in a great many cases, left until the cold weather arrives, bringing an active demand for stoves; in other words it is left until it is almost too late. It has so often been pointed out that stove advertising should be done in advance of the demand that it is trite to repeat this time-worn homily. Nevertheless in treating the subject of fall advertising, the matter cannot be avoided. It is, after all, one of the pre-eminently important phases of the subject.

People do not buy stoves until they have given the question mature consideration. Thus, if they make the purchase around the first of October, it is safe to assume that they have been considering the matter for a month at least. All stove advertisements appearing during the month will have had their effect in maturing the judgment of the purchasers. Early stove advertising brings certain, if in some cases tardy, results.

A dealer who believes in early advertising of stoves is W. C. Stearman of Vancouver, as the accompanying advertisement attests. This is hardly doing justice to Mr. Stearman's viewpoint, because he believes not so much in early advertising as in continuous advertising. He advertises stoves the whole year around—and sells them.

To write copy is not the easiest kind of advertising work. The value of a stove rests on the excellence of its technical points. In order to prove that your stove is the one that will fill requirements, the ad. writer must deal with these points and yet he must steer clear of the mistake of making the matter too technical. To impart enough practical information to convince the reader and yet not enough to confuse is a delicate matter.

Stove advertisements should be written in direct manner. Short, understandable sentences are the best. Present your proposition in business-like and forcible style.

It is well to use cuts. An illustration is an infallible method of brightening up copy. A cut of a stove tags the advertisement at first glance for what it is and thus attracts the attention of all who are interested in the question of stoves.

It is important, however, that the cut or cuts used should not be out of proportion to the size of the ad. It is futile to put a five-inch cut in six-inch space and expect to have a good looking ad. The law of proportion holds in advertising as well as in everything else. If the merchant does not feel inclined to pay for more than a six-inch space, he should run copy without the cut.

Keep away from superlatives. It is the easiest matter in the world to drift into the habit of claiming wondrous qualities for the stove you are handling and to impute weaknesses to others. Such phrases as "The 'Excelsior' is the king of them all." "Our stoves have become the acme of perfection" are so common that they have become stereotyped and unconvincing. In regard to stove advertising, it might be said that "everybody's overdoing it." Exaggeration has become a common fault.

In preparing stove copy, it is always well to plan the lay-out first. Note the accompanying suggestions.

At the top left hand corner is marked the space to be occupied by the cut. The copy writer should always make sure that he is allowing sufficient space for the cut or cuts he intends to use. Inaccuracy in this matter will often result in spoiling the lay-out completely.

The main heading is lettered in at the top of the copy—"A good range makes your kitchen complete." The lines drawn below in three sections indicate where the reading matter is to go. The advertisement when finished will have a solid look; but, in the opinion of the writer, this is a good thing. There is a great deal that the prospective customer wants to know about a stove. It pays to give him this information.

After drawing up a rough sketch of the lay-out, next in order comes the preparation of copy. This should be written in three sections and numbered 1, 2, and 3, to fit in the places marked on the plan. The following copy suggestions will be of interest:

I.

"Proper equipment for heating and cooking has become an essential feature of the modern home. People want comfort and good meals but they will lack them if the kitchen is not equipped with the latest and modernly improved range. We are offering the "——" which has all advantages and is guaranteed to give the best results. You may think the old range is good enough, but a little talk with us will convince you that a "——" range is the best investment you can make, paying early dividends in increased comfort and lower fuel bills."

II.

WHAT IT WILL DO

"The '——' range will help to heat the house much better than any old time model. It spells solid comfort.

"It is a perfect baker. The test of a range is its ability to cook properly and, to perfect it in this respect has been the great aim of the makers. It has an oven which can be easily and perfectly regulated. It cooks quickly. What more could be desired?

"It will save in fuel bills. Every method of economizing on fuel has been utilized. A new range is also a smaller consumer than an old one. The older the range, the less efficient it becomes and consequently more fuel must be used to get the results."



Lay-out for suggested store advertisement.

III.

WHY IT WILL DO IT.

Fill in here with some technical pointers, concisely and laconically worded.

At the bottom give a number of prices. This is an important part of the ad. and should not be neglected. People nowadays want to know what the article they have become interested in costs. They resent mystery. It arouses their suspicion. "It must be high priced or they would give the price," is the verdict they mentally register.

Therefore, mark the prices without fail.

Selling Plans for the Fall Campaign

Lines Which Should be Pushed at This Time of Year—The Builder's Factory and Farm Trade Should be Cultivated—How One Dealer Secured a Big Share of the Factory Trade—Roofing and Lighting Fixtures are Good Lines.

THE fall, considered from the standpoint of hardware, is a season fraught with great possibilities. It is the season when men complete the buildings they have begun during the warm months, and when preparations are started for the stern winter months ahead. For both reasons there is a heavy demand for the goods which the hardwareman handles.

The fall trade tends largely to supplies needed for building, roofing, builders hardware, paint, glass, and electric fixtures. There are many other lines, however, which are prominent at this season. The lengthening of the evenings creates a demand for lanterns. The approach of cold weather brings the need for storm sash and weather strip. Winter vigors being a matter of the near future, the snowshovel, sleigh bells and buffalo robes loom up on the trade horizon. The lumbermen start for the winter camps and before going stock up with axes, canthooks, mittens and other supplies that they will need in grappling with the giants of the forest.

There is indeed a great opportunity for fall hardware trade; so great that it will pay the dealer to make a special effort to get just as big a share of the demand as he can, and, also, liven up the demand some.

The last suggestion may not find favor with the commercial "stand-patters," who believe that demand will reach certain proportions and that nothing can disturb this total, who consider that a sale or any circumstances which liven up business in a certain line only succeed in drawing trade which would have come ultimately without any effort on the part of the dealer and that big sales are followed by long stages of inactivity. "Push fall business?" a philosopher of this old school will query. "What's the use? People are going to need these things and they will come for 'em in time."

Allowing for sake of argument that this is so, it will still pay to push things along. If left to himself and never reminded of their needs, the average person will leave off purchasing until the last moment, with the result that the merchant is at certain periods, such as immediately following the first cold snap, swamped with rush orders. If he has it in his power to start this demand earlier and thus distribute the business more evenly, it is clearly to his advantage to do so

But there is another reason why the dealer should "stir himself." There is a certain margin of business sometimes big, sometimes small, which will not come of itself but which can be created by aggressive sales measures. The successful merchant is the man who can coop in the largest share of this business.

The Fall Campaign.

It pays, therefore, to plan a systematic and agressive fall campaign with the design, not only of getting a bigger business but of getting it earlier.

The first step is to order early. The stock must be to hand before the demand begins. Nothing is so damaging to a merchant's reputation for good service as the phrase, "We haven't our stock in yet."

The second step is to rearrange the store to give the proper goods the proper prominence. It always pays to have the seasonable lines forward. At the present time, the demand for summer goods is to all intents and purposes over. There is no use in still giving valuable space to goods which will not be in demand again for another eight months. Shift them back and make more room for the lines which will be found the best sellers from now on.

For instance, the writer went into a store the other day and found four refrigerators using up a valuable block of space quite near the front. "I'm pushing the sale of prepared roofing hard nowadays," said the dealer," but I can't find the space to stock it prominently in the store. I'd sell more if I could." He was not selling refrigerators and could have used the space they occupied for his roofing display.

Lighting Fixture Trade.

It will be found advisable to give prominence to the lighting fixture stock. It is becoming more common all the time for people to go to the hardware stores for electric fixtures and the fall, when new houses are being completed, is the time when they go.

It is not, under usual circumstances, good policy to utilize the store ceiling for display purposes, but with lighting fixtures it is different. In that way only can fixtures be shown to advantage. Hardwaremen who handle them largely find that they require a separate room for the stock. The reasons for this are the same as impel so many dealers to house their store stock separately. The purchase of lighting fixtures is not a matter which can be settled in a few minutes. Customers want an opportunity to look the stock over carefully and to discuss values and styles. This they cannot do in a crowded store, with other customers passing and repassing. Likewise the salesman cannot handle a sale as effectively when subject to the interruptions inevitable in a busy store.

In a number of progressive hardware establishments, lighting fixture departments have been established on the floor above the main store. A further advantage of this system is that the fixtures can be connected up and their effect demonstrated at will by turning on the current.

The advice to hardwaremen to take up the fixture trade cannot be made too strong. The tendency of the age which induces people to want, and pay for, the best, is introducing more or less elaborate fixtures into all homes. People who once ate their meals by the light of the coal oil lamp now dine under the rays of an electric dome. There is a heavy demand—and a growing one.

Building Supplies.

Lighting fixtures are only one feature of the fall demand connected with the building trade. All varieties of builders' hardware sell briskly. Roofing is a busy line. Paint is in heavy demand.

Then there is glass. The fall is the big season in glass. Hardwaremen who do outside canvassing for builders' hardware during the summer and fall find that many orders for glass can be obtained in that way. The same holds good with reference to other lines connected with the building trade—roofing (both metal and prepared), paint and even electric fixtures.

Belting and factory supplies are a good line to feature in the fall. There is a demand for them stimulated by the activity which is generally found in industrial circles. The factories must be prepared for the winter. Glass, putty, paint, storm sash will be needed to put the buildings into trim for the cold weather.

There is a splendid opportunity there. Some dealers have seized it. The writer has one dealer in mind particularly who makes a tour of the factories late every fall. He inspects each factory and gives a figure for which he will supply everything needed to put the building

into good window trim. He gets contracts from a number of the manufacturers every year, and finds it a good stroke of business for there is a good deal to be done in this way about a large factory. His yearly turnover in glass has been doubled; and that is just one of the items.

Nail Down Roofing.

What are you doing to nail down the roofing trade in your vicinity? The time has passed when the builder of a house covers the roof with shingles as a matter of course. He has alternatives now and is certain to give them consideration if approached on the question. The hardwareman who is carying a line of roofing—all who are not should see to it at once—should make an effort to see the owner or builder of every new structure. There are reasons, good reasons from the standpoints of economy, durability and utility, for the use of roofing in place of shingles; so that the canvasser has a good case to present. In fact, a tempting proposition can be made. The reason why so few buildings, comparatively speaking, are covered with roofing is that the proposition is presented in such a small percentage of cases. Securing an agency is not enough. The dealer must be prepared to push his goods.

The Fall and the Farmer.

The late fall brings a time of comparative idleness to the farmer. The harvesting done and the crops in the barn, the farmer finds that he has time to look after matters which he had been compelled to neglect during the summer planting and the harvest rush. He proceeds to look after repairs and accordingly needs plenty of tools, nails, screws, etc. He will probably do a little painting on buildings and implements.

Wire Fencing.

It is not uncommon for the farmer to utilize what spare time he has in the fall to put up new fences. He has decided how he intends to plant his ground next spring and finds that some new arrangement will be required. A great deal of wire fencing is sold in the fall. Orders are frequently placed for fencing which will not be needed until the following spring.

There is another point to be borne in mind. The farmer has more money in the fall than in the spring.

The Publicity Campaign.

The fall campaign should be helped along by aggressive publicity methods. People have come back from the summer resorts, business has begun again with renewed vigor, visitors crowd the towns and cities for the fall fairs. It is, indeed, an opportune time for the merchant to appeal for trade through the regular channels, newspaper advertising and the store windows.



A fine display of aluminum ware in the store window of the Abercrombie Hardware Co., Vancouver.



The Great Secret of Success in Merchandising is to Give "Service"—It May Cost Something and the Returns May be Indirect But it Certainly Pays in the End—The Methods of Dunlop & Co., Pembroke—Store Has Been Arranged With an Eye to Service.

IT is a strange old world after all. People are saying that money is the disease of the age; that money talks and everything else only whispers. They are saying that everyone is after the long green. That the boys are after the coin, and the girls are after the boys who have the coin. And yet there are to be found business men—keen business men—who believe that it is good business to give something for nothing. Could anything seem more incongruous?

"The thing now-a-days," remarked Fred Cockburn, manager of Dunlop & Company, Pembroke, as he talked over business generally, "is to give good service. If a dealer can save people trouble he is going to get a name for himself, or for his store, which is even better. Don't ever think people do not appreciate good service. There is absolutely no doubt that they do, and that man is going to profit in the long run who gives good service.

A Helpful Device.

"Look at this device," continued Mr. Cockburn, as he pointed to a rather tall red contrivance, which stood at the back of a store room. "We are going to put that outside our front door. It works by electricity, you see. An automobile owner can drive up and secure his gasoline from this. No trouble. He just puts a tube into his tank and in goes the oil. All he has to do is pay the bill. No driving around to the back.

"Then he can use another tube and get water for his reservoir—if his machine is a water cooler. Of course there is no charge for that. Here is another feature. He can use this tube on his tires, pumping them without any effort until the proper pressure of 80 or 85 pounds is reached. Rather a novel scheme, isn't it?"

"No," proceeded Mr. Cockburn, in answer to a question, "we won't make anything out of this contrivance. It will cost us more than it will bring. We don't get any money out of such a device, but we do get money out of what it means. People appreciate service. The man who gives this gets their trade."

Giving Service the Thing.

This idea of giving service has been kept in view all through this store. Everything has been designed to that end—to give service to the owners, and to the customers.

The building itself is fireproof—or as nearly so as buildings can be. It is made of reinforced concrete. Even the paint is fireproof paint, and the heating plant is in a separate building. Nor is there any oil kept in the main building—a separate department being used for this.

Almost every dealer, from time to time, has trouble with his coal oil. It evaporates. But listen to the manner in which Dunlop & Co. have overcome this difficulty. It is a somewhat unique scheme, and yet simplicity itself. It shows, however, ability to take advantage of natural advantages.

The back of the store runs into a hill—not much of a hill, but still a hill down which a few little streams trickle. Right at the foot of this hill a small building has been erected. In this is placed the oil. Always the place is cool. Even in the hottest summer days the heat is excluded, and the little stream, trickling under the building, prevents the possibility of any evaporation.

Everything Prominently Shown.

But inside the store there were no such natural advantages. What was needed had to be made; but it has been made exceedingly effectively. The great thing, Mr. Cockburn has held, is to so arrange that goods may be shown as prominently as possible. Everything has been shaped to this end.

To begin with the store has been made beautifully bright. It is a large store, and has of necessity been divided into two sections, but the door-way between the two sections is broad, and a customer does not feel in going from one part to the other that he is traversing a maze.

In one of these sections are situated the large offices, and right to the front, where it cannot be missed, is the paint department. All the paint carried, or samples of all the paint carried, are shown. A purchaser does not have to

wait for the particular number he wants. It is there on the shelves.

The other side of the store is given over to regular shelf lines, all well sampled; to silver and brass ware; and to rifles and sporting goods. That such a variety of lines should be so well shown is exceedingly creditable. Counters have been almost done away with—the silent salesman, with its power of showing attractive lines—having taken its place. For the guns a long case has been built—a case that is well lighted, and in which the interested customer may quickly see the various models carried. He can indicate what he wishes to examine, and the weapon may easily be handed to him.

Arms and ammunition are kept closely together, there being, at the bottom and top of the arm rack, a shelf for the black and smokeless cartridges. The business in these lines is good. Much has been done to build it up by making good displays, and the intention is to keep the trade, and to get more, by the same means.

An effective arrangement of goods, after all, is one which brings sales. To secure such a display Mr. Cockburn does not believe it is necessary to utilize the first floor for all lines. Indeed, in the case of stoves, he contends that better results may be secured by having the models set up in a more secluded spot. In the sale of a stove a careful examination is made. This takes time, and one of the great things is to avoid interruptions during this time.

So, in the Dunlop store, the stove department has been established on the second floor, in a huge, well lighted, and attractive room. The models are arranged in rows. A few palms placed about take away every appearance of bareness. A better place to make an inspection could hardly be imagined.

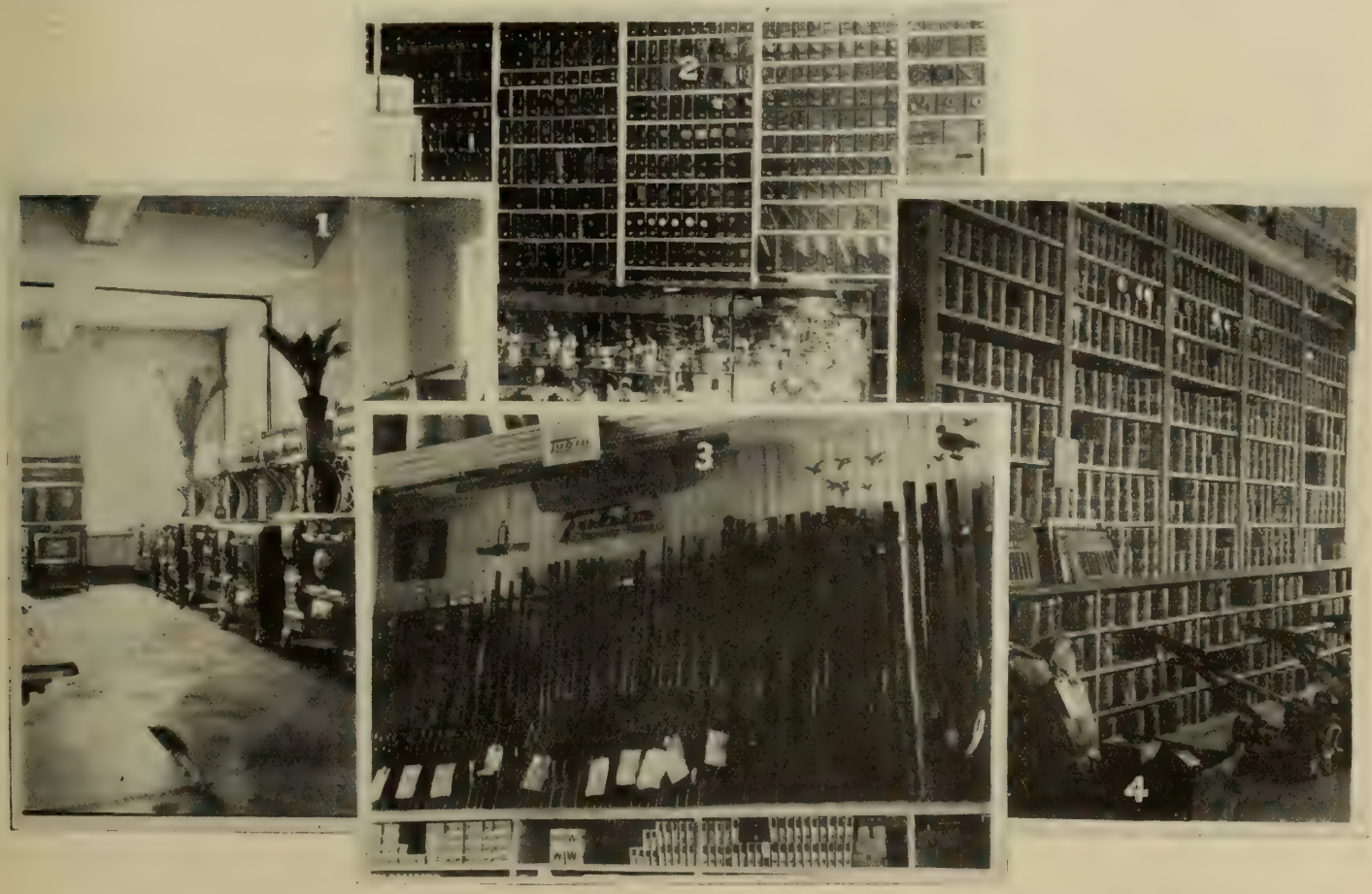
People Ready To Go Upstairs.

The only question which comes into the mind as one looks over show room is whether the people will come up there to inspect the fine models shown. Mr. Cockburn sets all doubts upon this point at rest.

"People," he remarked, "seem glad to come up here out of the crowd. They don't want everyone to know that they are looking for a stove. They seem as anxious to avoid interference as we are. Up here, you see, there is practically no chance of intrusion. Down stairs I have seen a sale practically finished, then someone would come up and remark, 'That stove isn't like mine, and mine was a beauty,' or 'I got mine for $10 less.'

"Such interruption does not only interfere with the sale; it does not only make us feel mad, whatever we may seem to feel on the outside; but it also annoys the ones who were going to make the purchase. They have been made uncertain as to what they should do. In a great many cases they would rather have been left alone, for they know that there is likely a reason for the difference in price, if a difference in price there really is.

"We have found it pays to have our stoves up here. People will come up all right. We have a model or two down stairs, just to remind all that we handle stoves, but any who ask about them, or any whom we know want a stove, are brought up stairs."



Interior views of the store of Dunlop & Co. 1—*A small portion of the stove department on the first floor;* 2—*A view of the front part of store, showing neat sampling and good display of silverware;* 3—*A gun rack in sporting goods department;* 4—*the paint department at front of store.*

Plumbing and Hardware Go Hand in Hand

One Line is Active When the Other is Quiet, Thus They Make a Fine Team—One Line, Moreover, brings Sales for the Other —Experience of an Ottawa Firm.

PERHAPS the number of hardware men who are running plumbing departments too, is growing. And from what can be learned it is not surprising that this should be so. Evidently plumbing lines pay—which in itself makes this an attractive branch of a business. But it has also been found that the plumbing department helps the hardware department, and that the hardware department is of assistance to the plumbing branch. That each plays into the other's hands, so to speak.

That this should be so is not at all surprising. To-day, when the country is booming, there is a great amount of building being done. Now building means a demand for several lines—among others for plumbing and for builders' hardware. Suppose that a hardwareman has in connection with his business a plumbing department and a tin shop. See the advantage he is at in tendering for work on these new buildings. He can quote a price on the roofing and eaves trough. He can tender on the heating system and on the plumbing, as well as upon the builders' hardware. Of course the fact that he tenders does not necessarily say that he gets the contract, but the chance is his. Moreover, architects seem to favor giving contracts to men who can look after more than one branch. Prices being equal they would rather give the plumbing, heating, tinsmithing and hardware to one man than to four.

Prevents Slow Season.

This, in itself, means that a plumbing department helps the hardware dealer. It assists him to get contracts for his builders' hardware—but it does more than this. The plumbing department, in itself, yields a good profit, and does something to prevent the coming of slow seasons which used to be so much dreaded.

W. H. Smith, manager of the Central Hardware Company, Ottawa, has some interesting things to say about operating a plumbing department in connection with a hardware store. Mr. Smith, be it said, believes in this. He speaks from experience, so his remarks deserve a good deal of careful attention.

"We run our plumbing and hardware departments entirely separate," stated Mr. Smith. "In this way we have been able to prove just what each means to us, and we have been entirely satisfied. Both departments pay well, and the feature which especially interests us is that one pays best when the other is quietest."

Much Inter Buying.

Where two departments are run separately, like this, there is always a good deal of interbuying. How to charge up these sales is a problem. In this case it has been determined to exchange goods between the two departments at cost. Each department buys quite largely from the other, and it has been decided that exchanging at cost is perfectly fair, and is, moreover, much the simplest method of procedure.

So much for the method of keeping track of the operations. Now for what has been found.

In summer there are undoubtedly some hardware lines which move slowly. This fact, it was, which gave rise to the old belief in the summer slump. The very quietness in these staples is a benefit for this reason that it gives more time to be devoted to the plumbing department. In summer the new work is being completed. Plumbing contracts are to be had, and tenders have to be drawn up. Then, the contracts having been awarded, there remains the work to be done. This all takes energy and activity but it brings the profit.

One Strong When Other Weak.

But the plumbing rush ends with the coming of winter. On the other hand the hardware business is giving more and more opportunities. Christmas is approaching, and plans to secure the Christmas trade are in order. Winter goods are wanted. The call for sporting goods has become more loud. Generally there is activity in the hardware department. So the slight falling off in the plumbing branch is a benefit rather than otherwise.

But even in winter, it appears, there is a demand upon the plumbing department. Not only are bath room accessories wanted, but there is a call for some new work, and for a great deal of repair work. In the store which Mr. Smith manages space prevents the plumbing lines being shown on the floor. There is only room for the hardware branch of the business. Perhaps this militates somewhat against the plumbing department, yet advertising is done to keep this from dropping into the back ground. About three times a week, Mr. Smith says, an advertisement is put in one of the papers. This draws attention to the fact that plumbing lines are carried—and that repair work is done. As a result the public never loses sight of the fact that any work that is needed, can be done by the Central Hardware Co. They telephone for repairs. They come asking about new fixtures. Indeed they keep up a business in the plumbing department the year round—so that there is not the least doubt that this pays and pays exceedingly well.

—⚙—

THE ORIGIN OF ZINC.

Zinc was not among the metals known to the ancients and the first mention we have was in 1617 by one Loehneyss, but he called it "impure bismuth." Bismuth had been known for quite a number of years having been discovered by Agricola in 1530. The metal found in 1617 must undoubtedly have been zinc, from his description of its formation in the crevices of the furnaces. It is probable that the metal was known in India long before Europeans knew anything about it.

—⚙—

PROSECUTION FUND.

The American National Association of Credit men, at its seventeenth annual convention recently held, discussed the question of establishing a National Prosecution Fund. This matter has long engaged the attention of the members and while unquestionably desirable the difficulty had been to determine how such a fund could be raised. A few years ago a fund was raised by the voluntary contributions of members, but considering the magnitude of the undertaking the amount realized was inadequate.

—⚙—

SOMETHING ABOUT ANTIMONY.

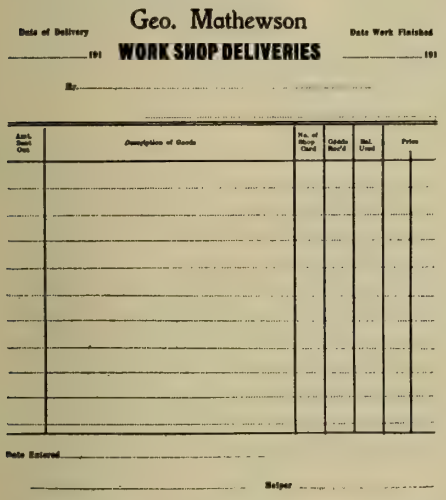
Information received by the United States Geological Survey indicates that no antimony ore was produced in the United States in 1911, but considerable quantities of antimonial lead were made as a by-product in smelting the precious metals, and there was a large recovery of antimony from secondary sources, such as scrap bearing and type metals, antimonial lead, drosses, and solder; 14,078 tons of antimonial lead containing a total of 2,254 tons of antimony, valued at $386,786, was produced. The price of antimony was so low in 1911 that there was little encouragement for American miners to produce the ore unless it contained other valuable metals.

Keeping Track of Costs in the Tin Shop

Methods Employed by Dealers to Determine the Cost of All Work And to Figure Prices Accurately on That Basis—Blanks Used by Geo. Mathewson of Toronto Which Are Filled Out by Workmen.

WHAT about the tinshop in the hardware store? Is it a profitable department? How many hardwaremen know whether it is or not? How is it to be operated to make certain of a profit? These are all questions which suggest themselves in regard to the tinshop as a department of the hardware store and all of which are of vital importance.

The tinshop has been the subject of a great deal of discussion in recent years and investigation has made it all too


Geo. Mathewson
WORK SHOP DELIVERIES

Forms filled out on all outside work.

evident that too few dealers conduct it along systematic lines. Guesswork has been resorted to altogether too much and guesswork has no place in any busines; and especially in this. To get right down to brass tacks, there have been many hardwaremen and they are yet many in number who do not know exactly how much each contract looked after by their tinshop costs or whether they are making a profit on the work.

They have no method of figuring costs of each individual job and these have in many instances been guessed at. Like the mariner without a compass, they are drifting along, knowing not where they are going. They are trusting to kind providence to keep them off the rocks.

There are some hardwaremen, however, who have not been content to trust to luck for a profit in their tinshop department. Such a man is Geo. Mathewson of 734 Queen St. E., Toronto, who has evolved a cost system for his tinshop that allows him to know accurately how much he is making on each individual contract or job.

Mr. Mathewson, who has an extensive tinshop department occupying the second floor of his building and who employs 18 men, is very strong on cost system. "I don't know how it would be possible to get along without it," he says. "A person couldn't tell whether he was making money on his work or not. He couldn't wait until the end of the year when stock is taken to find this important question out. Each individual job must stand out separately with a record, showing whether it has paid a profit or a large enough one."

Mr. Mathewson has instituted a card system of reckoning costs, samples of which are here shown. Cut No. 1 shows the card used for outside work—large contracts. It will be noticed that there is a column for noting the amount of goods sent out. Then the workman, when the job is finished, fills in the amount of each article returned and the cost of the balance which has been used in the work is carried out in the last column. The workman adds his time and wages to the bottom and the total cost, including all material used and wages is known. When the workman brings in this slip, he also fills out a card for the wagon man showing the goods returnable which are to be called for. The driver is not supposed to pick up only the material he sees around, but everything called for on his card.

Cut No. 2 shown here is the card for inside work. The system is the same, the workman filling in cost of all material used as well as his time, thus arriving as before at the total cost of the work.

Thus, Mr. Mathewson, by this system has absolutely no guesswork but knows accurately the amount every piece of work has cost him. These records are all filed away and prove extremely valuable in figuring on future contracts. When he receives an enquiry regarding any work, he looks up the records of a similar one, sees how much it has cost him and is thus ready to quote a price. Such a system as he has now in operation certainly safeguards against the tinsmithing department being operated at a loss—a complaint which is heard from not a few hardwaremen.

As to the advisability of running a tinshop in connection with the hardware store, it is perhaps the most important department of the Mathewson store. Speaking of it he says, "The same store, the same selling staff, the same bookkeeping system and the same delivery serves for both, so that they should be run much more economically than if conducted separately. When the wagon is going out with hardware, it can just as well take tinsmithing supplies along.

GEO. MATHEWSON

WORK SHOP

Date Started.....191.... *Date Finished*.....191....

MR...... *Address*.....

MATERIAL.....

WORKMAN.....

Form used for checking up all work done in the shop.

Thus expenses are spread over a greater amount and accordingly percentage is lessened." Mr. Mathewson figures that expenses of conducting business when hardware and tinsmithing are combined run about 15 per cent., but if hardware alone were handled he believes that they would run above that figure.

Arriving at Costs.

C. Spragge, whose place of business is at 1014 Bathurst St., is another Toronto dealer who strongly believes in the value of a definite system for arriving at tinshop costs. "Everyone should figure out their actual costs for work. It is impossible to gauge the price for a certain work without this is done," maintains Mr. Spragge. Each job is figured by itself, the actual cost of the material used being included in the statement as well as the cost of labor. Depreciation of tools is included in general overhead expenses which are taken into account in arriving at advance that should be charged over actual cost to show a profit to the dealer. Mr. Spragge figures that 25 per cent. is about the amount that should be charged above cost to order to allow for expenses and a reasonable amount of profit, although he states that competition sometimes cuts it below that figure.

Not only does he have a check on each piece of work, but at the end of each year, stock is taken and a general summing up is made to see that the tin shop has shown a satisfactory profit for the year. This is as it should be for no stone will be left unturned by the real business man to make sure that no leaks that might drain profits exist.

Mr. Spragge has two important methods which he uses in securing business for his tin shop. One pertains to securing of new customers and other to retaining of old ones. He watches for any new buildings which he sees being erected, finds out the name of the builder and goes after him for his business. When he gets contracts from builders he tries to do the work so as to satisfy. This means the securing of further work for them—and he makes it a point to try and stick to good builders.

Finding Tin Shop Workers' Worth

Method Which Enables it to be Learned, Each Day, What Each Man Has Cleared For His Employers—This System Has Not Only Helped the Management, by Enabling Them to Keep Tab on Proceedings, But it Has Tended to Keep the Workers up to the Scratch, and to Make Them Careful Not to Waste Material.

SOMEWHERE, in the heart of every man, there is a desire to see the result of his work. Perhaps this is the reason engineering is becoming so popular. A civil engineer can point to a certain road, a certain culvert, and say, "I did that." A bridge engineer can look with pride on a certain great span. A tunnel gives another man cause for pride that he has the brains and the strength to work.

Men of all classes take this joy in seeing the result of their labor. Builders boast that they had a part in constructing such and such a sky scraper. This is both natural, and at the same time one of the most hopeful of signs.

Want to Know About Assistants.

But not only do men like to be able to see what they are doing themselves, but those in power are eager to know what their assistants are accomplishing. They want to know what their assistants are bringing them—whether they are increasing the business profits, or whether they are really diminishing the treasure—taking out more than they bring in.

To give this class of information various cost systems are being established in various enterprises. To determine exactly what a department is earning is not always possible. It may be a department which has earning power only as it aids another department to earn. The same is true of men. It is not always possible to show in cold figures what a man's labors means to his employer; but none will deny that where this is possible it is exceedingly desirable. Knowing that men doing a certain class of work are bringing money to the firm the manager will estimate if more men in this department would bring more money. He will, moreover, be able to tell pretty accurately which men are doing the best work, and will be able to reward them, when that seems advisable.

A Practical System

In the tin shop of Dewar and Ryan, Pembroke, a system is being employed which enables the work of the various men to be accurately determined. This has been followed for some time now, and has proved exceedingly useful—not only in checking the men, and keeping them working to the best of their ability, but also in keeping them from wasting material.

There has been a great deal said about the advisability of operating a tin shop in connection with a hardware store. More and more the opinion seems to be that a tin shop not only pays, but pays handsomely. Of course it is generally agreed that there are dealers who could not well add a tin shop to their plant. Local conditions make this seem inadvisable. Either they face strong opposition, or there is not a great amount of tin work being done in the locality. But tin-shops, as now established by hardware dealers, are paying; and there appears no reason why similar departments, established wisely, should not pay.

What Do Men Earn For Firm?

Certainly the tin shop conducted by Dewar and Ryan has been yielding good profits. Mr. Dewar says he is inclined to think it pays a better profit than any part of the business; and this statement is made advisedly, for there is never a week goes by that the work of each man in the tin shop is not checked up, so that it can be seen what he has earned for the firm.

Tab on the men is kept in this way. Time sheets are printed, one being reproduced here. On this the date and the name of the workman is written. Then the man is required to make some entries. Under the column, "Work Done For," he states the name of the proprietor upon whose job he has been engaged that day. Then, under the head, "Description of work," he states exactly what was done that day. Further on he states the exact time which he was engaged at this work—noting the hours and the minutes.

Working the Sum.

Now this slip, handed in every night, enables the management to tell what that man has done, and also what he has earned. If the job has been finished, their task is easy. They merely enter the man's pay as a charge. Add to this the cost of the material used—of which track is kept in the "Description of Work"—and deduct the sum of these two amounts from the amount received in payment for the work done. Thus the gross profit which that man made for the store that day, is shown. To get the net profit, of course, some allowance has to be made for rent, insurance, and depreciation to tools. This can hardly be done every day, but taking month by month such a net profit is quite easy to obtain.

But the job not being completed in one day the task of finding the workman's gross earnings is one presenting more difficulties. The amount of material

Continued on page 140.

Complete Course in Sheet Metal Work

By L. W. KOSER

On plate 23 we show how to develop all the patterns for a window or door cap shown by "Fig. 1."

Also how to prepare the surface for, and erect same as shown by Fig. 2.

At points 1 and 2, Fig. 1, we have oblique or "Cable Nitres," and at point 3 we have "Square Nitres."

The development of the two oblique mitres and the square mitre is shown by Prob. 1, Fig. 1, 2, 3, and 4.

Then we have the development of the Star "S" shown by prob. 2, Fig. 1, 2, 3, 4 and 5.

Then the developments of the end brackets shown by prob. 3, Figs. 1, 2, 3, 4 and 5.

Then the Modillion Brackets "M" shown by prob. 2, Figs, 1, 2, and 3.

The flat part of the cap where the star goes and the Modillion course can be made from the elevation, Fig. 1, and the section or detail, Fig. 2.

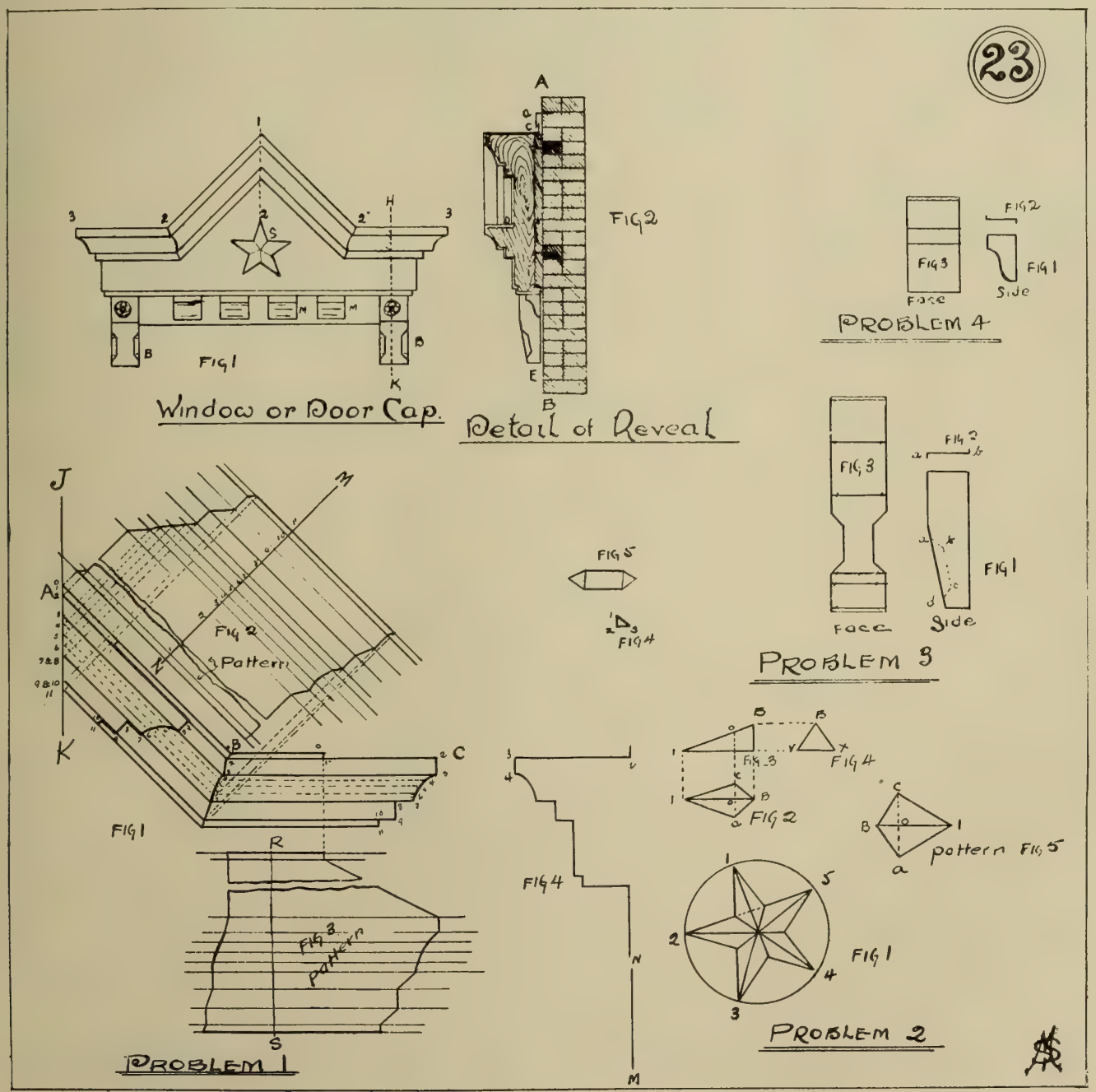
Let us now draw the elevation Fig. 1 as near as possible to that shown, then the detail of reveal, Fig. 2.

In drawing the detail we first draw the wall line A and B, then the profile of the cap.

The point "a" on Fig. 2, represents a cloak flashing let into the brick or wall, and turned down over the turned-up edge of the cover.

The profile from C around to D represents a cross section through the centre of the cap at the top as 1-R, Fig. 1, and from D to E represents the profile through the end on the line H-K, Fig. 1.

To hold this cap in place wooden bricks are first built into the wall, that is if the building is just being built. If, however, the walls are up, then it will be necessary to plug them, i.e., holes are chiseled out and wooden plugs are driven in, then 2-in. x 2-in. strips are nailed to these bricks or plugs, and the wooden brackets or lookouts, (cut to the profile of the cap), are then nailed to the strips.



Why Fall is the Ideal Paint Season

The Wood is Thoroughly Dried Out by the Summer Suns and the Surface is Thus in Proper Condition—Paint Applied in Fall Lasts Longest—Dealers Should Disseminate This Information in Order to More Evenly Distribute Their Paint Trade.

Written for Hardware and Metal by H. E. Mihell.

TIMELINESS in the application of his paint, forms the opportunity by which the consumer obtains the best results from his painting. The fall is the timeliest time.

To illustrate:—consider the man who at the age of thirty invests in a twenty year endowment policy. The premiums paid during this period not only purchase protection for his family, but the returns received at maturity are much larger than any he would have received had he placed his money in the other usual run of investments. Moreover, had he bought this same insurance at the age of twenty he would have realized far larger returns for the same amount of money invested in premiums.

Paint not only insures property against deterioration, but it is a bosom friend and ally of conservation, maintaining protection and its interest earning capacity. Painting in the fall yields better results in proportion than when done at any other time of the year. Like the chap who buys his endowment insurance at twenty instead of thirty it will give better results and larger returns on the paint insurance investment.

Must Give Maximum Service.

Paint to fulfill its most important function not only must adorn and beautify, but must give the maximum service in conserving the value and stability of property. It must give the same protection against deterioration and decay that fire insurance does against destruction by fire.

In order to realize successfully the fullest value of these services, the consumer must give his paint the fullest scope and opportunity for carrying out its mission as a preserver. Its successful application can only be attained by bestowing studious attention to the many conditions which must be observed in properly spreading it over a given surface.

The Question of Surfaces.

To obtain the maximum results not only must the paint be considered, bu the proper preparation of the surface over which it must be spread must be attended to, and the most seasonable time for its application must be taken into account.

The lumber or timber in any property is vastly more in need of a protecting coat of paint throughout the winter and early spring than at any other time of the year.

Melting snow, sleet, moisture and frost are driven into the crevices and pores by the heavy winds prevalent at these seasons. These seasons are characterized by a minimum of warmth and sunshine with which to thoroughly dry the timber when it becomes saturated with such moisture . The dampness of this sort is given the greatest opportunity to develop rot, fungi, and other disintegrating influences in the otherwise unprotected pores of the wood. The hard driving winds of these seasons are permitted to excercise their maximum abrasive influence upon these exposed surfaces.

Will Repel Elements.

A good coat of paint applied in the fall protects and repels all of these destructive elements.

No mechanic can prepare a surface better for painting than a summers sun, so far as removing moisture is concerned and drying up the natural saps of the tree. In the fall the lumber becomes thoroughly seasoned, the surface and body are completely dried and the pores of the wood thoroughly opened, rendering it absorbent and receptive to the preserving liquids of the paint. They are equally receptive to moisture, and if the preserving paint does not get there first, moisture will, with all its detrimental results.

Apparently there is a prize competition amongst lumbermen to break the speed record with which lumber can be driven through the dry kiln. The result is that lumber lacks totally inadequate curing; it may be rid of actual moisture, but the natural saps of the tree do not become cured. "Old Sol" seems alone capable of overcoming this difficulty and always renders the best job. Until the repelling influences of these juices have been disposed of it is useless to apply paint with any idea of obtaining proper results. It is therefore prudence on the part of the builder to leave the painting of buildings erected in the spring or summer until fall.

Why it Wears Longer.

There is as much logic in paint and painting as in any other science or industry. One thing leads to another and the point made above leads to one equally as important from an economic viewpoint. Owing to the increased capacity of the wood cells to receive paint in the fall, the paint liquids are enabled thus to penetrate deeper, to fill the cells more completely and take a firmer grip on the wood. Naturally this increases its tenacity of hold giving it the power to wear a great deal longer. It also increases the distance between the unfilled cells of the body of the wood and the disintegrating influences of the external elements.

Actual practice has produced the above deduction and has proved that fall painting gives better preservative results.

Having received the efficient co-operation the sun in drying and preparing the surface for painting in the fall, the paint itself is not subjected to his detrimental influences. Paint applied in the spring or summer is exposed to rapid drying influences of the sun which shortens its life. It is liable to blister for many reasons, rapid drying being one of them. Slow drying in the cool fall weather means greater life and service for the paint. Neither the new paint nor lumber are subjected to the rapid expansion and contraction due to the excessive heat of the summer.

Viewed from every angle, painting in the fall is of decided advantage to the consumer. The preserving powers of the paint are increased, its wearing qualities are enhanced, and the insurance against decay and deterioration gives better results, larger returns and added conservation to the earning power of the property. By painting in the fall the consumer makes the sun and weather his assistants in producing maximum results, by painting in the spring they are apt to become his enemies.

From the Dealer's Standpoint.

The paint trade is already too familiar with the characteristic annual effort to do a whole year's business in the months of April, May and June. This is largely due to the prevalent desire of the householder to "Clean up" for the summer, and while the motive, is a good one, yet the more important function of paint seems to be lost sight of; that is to preserve and protect. It has been proven that in order to get the best results in this respect, painting should really be done in the fall.

The launching of a fall painting campaign will not only benefit the consumer, but will enable the dealer and manufac-

turer to make a more even distribution of business throughout the year.

Every dealer should begin now to preach fall painting not only to the consumer, but to his clerks and himself with the idea of keeping the paint department to the fore-front the year round.

Fall painting advertisements should be run in the local papers, literature containing good, strong reasons and arguments for the consumer should be included in every parcel that leaves the store.

Needs Education.

The man behind the counter should educate himself to the fact that his consumer needs education along these lines. It will require time to break up the old idea and custom that the only time for painting is in the spring. Great changes and accomplishments are never the result of lassitude. Everybody must be up and doing—and very busy doing it at that. But it must be remembered that all of this cannot be accomplished in one season. The fall paint campaign should be inaugurated with the idea of making it an annual affair till everybody gets the habit. The seeds sown this year may not sprout immediately, but it will bring forth fruit next year. Each season must be an accumulation of the advertising of the previous one and add to itself experiences which will benefit the next.

Such changes will enable the dealer to avoid relegating the paint department to the back of the store in the summer and then digging it out again next spring. The more even distribution of business will make the paint department more profitable and raise it in importance in the store.

A vast amount of confusion and rush which results in this consolidated spring buying will be avoided. Distribution and deliveries can be better attended to. While the spring painting habit will always linger, a fall painting campaign will act at least as a supplement which will aid in clearing away a lot of odd lines and avoid carrying a lot of money tied up in stock over the winter.

Even Distribution.

More even distribution by this means will do away with necessity of a paint department taking up a lot of space in the spring and occupying it more or less at a disadvantage throughout the year. Consolidation of the stock and a greater number of turnovers will result. Space and interest on tied up stock spell money which a fall campaign will greatly alleviate.

"Distribute the paint business throughout the year, consolidate the stock and make it turn over oftener" is then the keynote of the fall painting campaign for the dealer.

FALL IS IDEAL PAINTING TIME.

Despite the fact that the spring is undoubtedly the big paint season, it has been contended by those who should know what they are talking about that the fall is in reality the best time of the year for painting. Best results are obtained by fall painting; the reasons why are very succinctly explained in the accompanying article:—

If the public could be educated to understand this, the hardware dealer would benefit very largely. The reasons for this are also explained in the article.—Editor.

The Importance of Interior Paints

Splendid Effects in the Decorating of Home Interiors Can be Secured by the Use of Flat Oil Paints—All Home Fittings and Furnishings Can be Decorated in This Way—A Demand Can be Worked up at All Seasons of Year.

Written for Hardware and Metal by W. J. Smith, Montreal.

EVERYTHING in the world changes, some things more rapidly than others. One of the most difficult things of all to change is the human mind when once set in a certain groove which has been formed by habit and tradition. Suggest a new way of doing certain work and invariably the answer comes:—"I have done it this way for so many years."

When prepared or machine made paints were first put on the market, the public was very slow in recognition of their merit. It required heavy advertising expnditure and years of long and persistent advertising campaigns to educate the public to their uses.

To point out the great convenience, economy and durability, the progress of science has started medical men on a campaign for healthful and more sanitary interiors. From this beginning the idea has spread. The paint manufacturer has taken up the work and experts have now succeeded in producing one of these prepared and machine made paints in the form of a flat oil paint.

These paints have a combination of good qualities that should recommend them to all who desire to combine beauty and elegance with health and sanitation. Flat oil paint is the latest production of the paint expert. That this idea is rapidly becoming popular is shown by the enormous quantities of this material already in use for interior decorating. The soft, velvety finish with which they dry lends itself readily to the present day desire for the more subdued color effects of interior furnishings.

As regards the question of cleanliness flat oil paints fulfill every requirement in this respect. They permit of cleaning by a simple application of soap and water and unlike water colors do not rub off. The soft warm tones and color effects which can be produced in flat oil paints can also be made to harmonize with interior furnishings, equally as harmonious as the different color effects in wall paper. No particular skill is required in their application although in the selection of materials and color schemes the service of an experienced painter or decorator is highly desirable as that is his business.

The many and various uses to which flat oil paints can be put should encourage every live and up-to-date dealer in the handling of them. Where-ever interior paints are used flat oil paints will answer the purpose whether it be on the wall, ceiling or woodwork or whether it be on burlap or beaverboard. Even for the finishing of hot water or steam pipes or for the renewing of soiled roller shades, flat oil paints fulfill every requirement.

There is no better line of goods that the paint or hardware dealer can stock. It is a class of goods for which a demand can be created at all seasons of the year and shows the dealer a very good profit.

The Possibilities of Interior Paints

There Has Been a Big Advance in Methods of Decorating the Interior of Homes and Dealers Should Take Advantage of This—The Season For Interior Paints is Now Close at Hand—Photographs Can be Used to Good Advantage.

IT won't be long now until the leaves are commencing to fall. It won't be long before the watering carts begin to disappear, giving place to the snow plough. In short, summer is passing. Fall is at hand; and winter is on the way.

Winter, in the old days, used to mean the cessation of all painting operations. In the old days winter meant the end of many things. Building ceased. Some lines of wholesale and even retail business came very nearly to a standstill. But these are different times. At present people are accustomed to triumph over all difficulties. Building no longer ceases with the first snowfall. Men have used their ingenuity, and have found ways of overcoming the obstacles of snow and frost. It is so with painting. Still there is little chance of applying an exterior coat when the weather is hovering about the zero mark; but this does not mean that painting stops. Painting on Christmas Day is a very possible undertaking now. Christmas is rather given over to gastronomic activities than to painting, but nevertheless painting would be possible then. Painting, indeed, is largely done during the winter.

Much Paint Work For Winter.

The change here has been due to a number of causes—as much as anything perhaps to the advance made in paints themselves. Manufacturers have gone into specializing, and now there are paints especially adapted for almost every style of work. There are paints for floors; paints for walls; paints for doors. There are paints which may be applied to baseboards to brighten the whole appearance of a room. Indeed with varnishes, stains, and paints for mural decorations, a whole house interior may be brightened during the winter for a moderate expenditure of time and money.

The thing, of course, as far as the dealer is concerned, is to get the people living in the neighborhood which he serves, to realize that using paint on the inside of their houses, is just as possible, and just as necessary as is the use of paint outside. Thanks to the good advertising which has been done, and thanks to a great deal of good work on the part of many dealers, people have come more and more to realize this. Women especially have got the interior painting idea. That this should be so is entirely satisfactory. Whoever may be the head of the house, few will deny that the wife is the ruling spirit in the house. If she wants some inside painting done she will get it done. Either a painter will be summoned, or the husband will be asked to do the work. Should he delay the wife will probably undertake the work herself; and then, of course, the husband will have to take a hand in the job—just to show his wife how it should be done.

Women Talk of Their Homes.

A dealer can hardly acomplish anything more resultful than making a paint sale to a woman. The reasons are simple—the principal one being that a woman will talk. This does not mean that women are continually chattering. That joke has become more threadbare than the bald headed man. But though they may not chatter, all will agree that women have an opportunity to talk which is denied men. Women visit one another, and when so visiting what more natural than that they should talk of their homes? It is an interest in common. What more natural, also, than that they should speak of any changes made in their home? What more natural than that they should mention the painting which has been done?

How such a conversation may have a great influence in bringing future paint sales! If one spaker affirms that she has greatly improved the appearance of some of her rooms by painting, the listener is likely to get the idea that she could make some improvements too. So sales come.

Method Worth Copying.

Somewhat along this line is a method adopted by a United States dealer—a method which might well be copied by some men in the Canadian field. This man uses a camera to help his paint department. To-day is the day of the camera. It is used to boom real estate deals; to suggest trips to advertise many lines. Why should it not be used to help bring paint sales?

The manner in which this United States dealer uses the camera is easily explained. He carries on the "Before and after" system—Takes pictures of a room before the paint was applied. Then takes picture after. The idea, of course, is to show the contrast—the improvement made by a few dollars and a little time spent on paint and painting.

Value of the Camera.

These pictures are not always easy to secure. Of course many manufacturers issue booklets showing room interiors as decorated with their paints. Very beautiful they are, and very useful. The only trouble with those booklets is that the dealers do not employ them enough. But a photograph is better even than a manufacturers print can be. The reason of this is patent. A picture will be of something near home, and while distant fields may be greenest, near-at-home pictures have the greatest influence on people, as far as making sales are concerned. If Mrs. Jones can be shown pictures of Mrs. Smith's room, showing how it looked before the doors and baseboards were painted, and how it looked afterward, she will be exceedingly likely to emulate Mrs. Smith.

There are, of course, difficulties in the way of securing these pictures. Some people might not like to have their house interior shown in this way. But the majority appreciate this. The interior view, "before painting," will look well. The interior view, "after painting," will look better. They will be proud of the improvement made, and will be willing to have it shown.

Limitations of Photos.

A greater difficulty than getting the picture is to secure pictures which will show the extent of the improvement made. Photography has advanced wonderfully of late. Colored photos even are being taken. But these are far from common yet. For the most part pictures show only black and white, and shades between the two. So the full change made by reason of the painting can not always be shown.

Yet there are cases in which the improvement shows clearly. These are the pictures which should be secured. Perhaps the dealer might make a window display of these. Certainly he should have the photos handy, where they could be shown to any who come to the paint department. It is not necessary to wait until a purchase of interior paints is made to show these. A dealer will know his customers. Easily he may find an opportunity to produce some of these pictures. They will talk largely for themselves. They will start the customer talking. They will bring questions as to paint which could be used to improve certain rooms.

The Importance of Position in Store

Paint Should be Located Prominently — Owen and Birmingham, of Campbellford, Give Front of Store to the Department the Whole Year Round, And Have Had Splendid Results.

THERE has been a marked improvement of late years in retail methods of handling paint. At one time—and it wasn't so long ago, either—the paint stock was kept most strictly in the background. You would not find one dealer in a hundred who thought paint worth a better position, or at any rate who provided a better position. Today there is an almost general movement in the other direction. The paint department in a large number of stores has been "graduated." Methods have improved. Paint, in fact, is coming into its own.

It must not be implied, however, that the improvement has been either universal or complete. There are still plenty of hardwaremen who are away back in the Mesozoic age of paint salesmanship. Probably there always will be. The same men use about the same methods in handling other lines. They are hopelessly benighted. It is gratefully acknowledged, however, that the trade has shown a marked avidity for ideas on marketing paint and that, generally speaking, methods have vastly improved. There is still plenty of room for improvement all around, of course.

Stock at the Front.

In quite a few stores, you will find the paint stock right at the front of the store. Among this enlightened number are Owen and Birmingham, of Campbellford, Ontario. On entering their store, the paint stock is found occupying the shelving to the left. They carry a large stock, and the arrangement is a creditable one in every respect. There is no counter on that side of the store and consequently nothing to obstruct the customer from examining the paint stock. This is a feature which has been dwelt upon before—the advantage of salesman and customer being able to talk without a counter between and with the stock in clear view.

It will also be noted that good use is made of lithographs and showcards. They help to brighten the department and to call attention to the goods.

All Year Around.

There are many dealers who give paint a prominent position in the store during the active seasons only. As soon as the time has come when they believe sales will fall off, the stock is relegated to obscurity again. Back it goes to the rear of the store, and of course sales immediately fall off. Owen and Birmingham do not believe in this, however. The position of the paint department in their store is a permanent one. Seasons may come and seasons may go, but the paint stock remains at the front of the store and "sales go on for ever."

They have found this plan a paying one and have worked up a wide connection in paint.

An Important Consideration.

Position is indeed an important consideration in the handling of the paint department. There are other matters, of course, which count—quality, service, advertising. Showing the goods in the store, where they will be seen by everyone who enters, is one of the most effective methods of increasing sales, however. All dealers who have tried it have had results.

It is based on the well known fact that seeing is wanting. When people see a thing, they are more likely to want it than if it had never come to their vision. Sometimes, seeing and wanting are simultaneous. A woman will see a kitchen utensil and will want to buy it. A man will feel the desire of possession as soon as his eye lights on a certain tool. They may not buy at once, but in time they are sure to do so.



An interior view of the store of Owen & Birmingham, showing the paint department at the front.

The Western Business Situation

Winnipeg, Aug. 28.—With harvest well under way, wheat well filled and an abundant crop of more than average yield and above average quality practically assured, the business outlook throughout the West tends to be optimistic.

Estimates of the wheat yield are as usual being attempted by many experts and their opinions have been cited from 250,000,000 bushels for the largest and 200,000,000 as the lowest. An output of 210,000,000 bushels should be a conservative estimate. Should as all hope 150,000,000 of this wheat be of contract grades, Western Canada will have the best crop in record and of a greater money value than ever before.

Every day now adds to what is safe from any possibility of loss, and threshing should be general by September 15.

The West then will have money to pay its debts and to finance another year and the West when it has money is not afraid to spend it. This means a good active fall season and a year of great expansion in 1913.

The crop is so far advanced that a total or even partial failure of any very extensive district is hardly possible. Individual uneasiness naturally follows the fortunes of the grain until it is out of the bakers hands, but it is the initial loss that is the severest.

Another point that is undoubtedly greatly benefiting Western business is the more reasonable express rates now in force. The buying power of rural communities has shown much improvement since their inception. Freight rates, however, still press heavily upon the West, and they are yet far from being equitably adjusted.

The picture of a splendid crop worth many millions of money is an alluring one, but it must be borne in mind that there are factors in Western business that are not all rose colored. There is the usual nightmare of congestion and car shortage in the moving of the crop. That there will be all kinds of complaints and vexatious delay, both in marketing and squaring accounts seems inevitable. There is, however, one strong point, the goods are there and delivery is sure.

Shortage of binder twine has been much talked of, but it has been more talk than reality. It was known long ago that great economy would have to be exercised in order to tie the crop and dealers were warned from headquarters to dole out supplies with caution to supply actual needs and not to give every man just what he demanded. This, of course, originated a cry of blue ruin, but with all the talk there is no published instance of any farmer having been unable to go on with his harvest for want of twine.

A real shortage has been shortage of metal, especially plate. Supplies in these lines have been most difficult to get orders taking as long as 10 and 12 weeks to be filled. Lead and copper have both advanced, and steel prices are stiffer. Local manufacturers have suffered in consequence.

DECREASE IN TOOL PRICES.

The series of articles on hardware prices, which have been appearing in recent issues, have brought us numerous letters from manufacturers directly interested. Among them we have received a letter directing our attention to the fact that, although cost of manufacture has increased and cost of raw material has not decreased, some of the tools in general use by carpenters have declined in price to the wholesale trade during a period of five years over 30 per cent.

IMMENSE CEMENT IMPORTATIONS

Ottawa. Aug. 22.—The action of the Government in granting a rebate of one-half the duty on cement has been taken advantage of extensively by consumers, judging by the volume of importations, principally from the United States. In July of last year the imports were 95,602 hundredweight, and the value $36,436. In July of this year, with the rebate applying, the volume jumped to 935,920 hundredweight, and the value to $338,165.

In June there was an increase of 202 per cent., and last month by the figures just issued, it has grown to about 900 per cent. The term of remission expires on October 31st.

DISPLAY SPACE IN COUNTERS.

MONTREAL, QUE.—That the counter is going seems to be the general opinion, yet there are counters still to be found in well equipped hardware stores, and there will be for some time. Dealers do not relegate these to the background all at once. Silent salesmen, which are taking the place of the old wooden counter, are expensive. They are bought one or two at a time, and until the entire number aimed at is attained a counter or two will be kept.

Now one of the objections to a counter is that it occupies a good deal of space and shows nothing. Its front is dead, whereas the front of a silent salesman is just a window through which the goods to be had are shown. In two Montreal stores, however, steps have been taken to offset this bad feature of the old counter. Both schemes might be adopted in toto, or in modified form, by some other dealers.

In the store of Leduc and Asselin, St. James Street, the front of the counters have been turned into shallow show cases. The wood running from the ground to the counter top, was set deep, that it was behind a line which might have been drawn from the edge of the counter to the floor. Now the scheme adopted has merely been to glaze this imaginary line so that behind there is left a space, which enables goods to be shown. Mr. Leduc has arranged in these shallow glass fronts of the counters, displays of fishing tackle. He does a great trade in this line, and credits part of this to the variety of models which he is enabled to show by reason of the glass fronted counters.

Philbin and Co., St. Catharine street, Westmount, also have some of the old style counters, and they too have employed the fronts of these. No glass is used, but from the supports which run up to the counter proper, at intervals of three feet, small brass rods are run across. Upon these balls of cord and twine are shown.

According to the statement of Mr. Beddard, whose idea this was, the sales of twine have multiplied greatly since this method of showing it was adopted. People waiting for a parcel look at the twine. Then they examine the separate styles, and often determine that a ball is wanted.

NEW ACCOUNT DEPARTMENT.

The Winnipeg office of the Sherwin-Williams Co. of Canada, has just issued a pamphlet announcing the addition of a complete account department, in which after September, all matters pertaining to accounts will be dealt with. On the back of the pamphlet is a small map of Winnipeg, showing how the S.W.P. offices may be reached.

MOULDERS ON STRIKE.

Montreal, Aug. 30.—Molders working in the foundry of the Thos. Davidson Co., went out on strike recently. As the great majority of the men are already getting more than the union scale of wages demands, the management can not see any fairness in the position the men have been led to take. They are, therefore, making no move to meet their demands. A number of the men have already gone back to work, and it is expected the others will, after Labor Day, avail themselves of the opportunity to do this which is being given.

MONEY MAKING METHODS

IDEAS THAT PROGRESSIVE HARDWAREMEN HAVE ADOPTED TO BUILD UP BUSINESS

HOW TO GAIN PUBLICITY.

PEMBROKE. ONT.—This is an age of publicity. He who would succeed must let the people know that he is in business. He must scatter the news that he is endeavoring to succeed. An actress, it has been said, might as well be out of the world as out of the papers; and while there is no great similiarity between an actress and a hardware dealer, yet they both require the same thing in order to achieve success—publicity. Of course publicity is not the only requisite, but without it all the other necessities are discounted.

A hardware dealer must get his name, or his store's name, in the people's mind; and he must make it stick there. To attain this object, Dewar & Ryan of Pembroke, have adopted the use of stickers. They put stickers on parcels, and stickers on tools. Then they use tags, and for small goods, envelopes which prominently display the name of Dewar & Ryan.

W. Dewar, when speaking of these methods of publicity, declared that they have proved effective. The results can not be altogether seen. The men who expect to see the full results of any course of advertising are fortunately now becoming fewer; but in this particular case Mr. Dewar is convinced that the results are being secured.

"We put the tags on all our big parcels," he explained." These show in the wagons. People driving see the words. People passing can see them. "Dewar & Ryan, Pembroke," stands out clearly. At first we used to have the "Dewar & Ryan" printed in red. But we found that this washed out if left in the rain. Therefore, we took to the black which shows up distinctly after a torrent."

These tags are often taken off the parcels and kept. Notice the result. A trunk is being checked through. One of these tags is brought out, and the name of the owner, and the destination, is written on the reverse side. So the tag is serving some one other than "Dewar & Ryan," but it is also helping that firm, for their name is seen again as the tag is being affixed to the trunk. It will be seen by many along the line of transit.

The stickers are used in various ways. Little diamond shaped ones are fixed on the handle of every tool sold. The tool, therefore, becomes a constant ad. for the store. Even a hammer becomes a booster, thanks to the little red sticker with the white letters.

A large sticker is put on all parcels of fair size. It contains considerable information, yet this is put so shortly that it will be read by those seeing the parcel, or by those who afterwards pick up the bit of paper which once enclosed the parcel.

Then an envelope is used—a rather strong envelope, in which tacks, brads, or similar small articles may be wrapped. These envelopes are kept. They are useful in the home, and every time they are brought out they sing the praises of Dewar & Ryan.

The cost of these devices is but small. Their use—though this cannot be accurately measured—is large. Mr. Dewar believes this after watching the experiment for some time. Indeed it would seem that benefit must result from such a publicity campaign. It keeps the firm name forward in a manner which shows people it is up to date. It makes people see that the firm is not afraid to stand behind everything it sells. Would a firm selling poor tools stick its name upon every one sold?

EDITOR'S NOTE.—*A sale brings a profit of its own, but it should bring more than that. It should bring more sales. When a sticker or tag is sent out with each parcel, the sale carries an advertisement with it which may lead to more sales.*



Tags and Stickers used by Dewar & Ryan, Pembroke.

ARTICLES ON CARDS.

TORONTO, ONT.—Something new in the line of show cards is being used by Westwood Bros., Queen St. West. In fact, it combines a show card, a price card and a method of displaying small articles of hardware all in one.

The idea is very simple, but none the less valuable for the purpose it is intended, that of selling goods. A substantial card about two feet square is used, but the size may be whatever the dealer fancies. Around the outer rim of

the card, articles which the dealer wishes to show are placed. These are attached by a cord passed around them, through the card and tied at the back. Underneath each article the price is printed, while in the centre of the card suitable reading matter is placed. These cards are hung up in prominent positions about the store and make excellent salesmen.

One of these show cards used by Westwood Bros., show such articles as can openers, paint brushes, screw drivers, locks and similar sized articles. On another gas globes are shown with price and appropriate reading matter.

DISPLAYING NEW ARTICLES.

GUELPH, ONT. — There are many articles of comparatively recent date which are of inestimable value to the housewife but which nevertheless are to be found in only a few homes. The reason for this is that many women will not buy of their own account, particularly when the article is a new one to them.

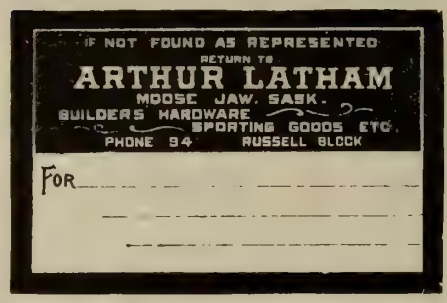


Stand for display of new goods in B ond Hardware Co. store.

To overcome this tendency, the Bond Hardware Co. have established a stand with four steps, which is used for the display of such lines as electric irons, electric toasters, aluminium ware. As it is placed just above the household goods section, it is seen by all ladies who enter the store. It has brought splendid results.

USES A STICKER.

MOOSE JAW. — A. Latham, hardwareman, is a firm believer in the value of service. Giving prompt delivery and careful shipment is the surest way of making permanent customers. To make sure that all goods are delivered in satisfactory condition, Mr. Latham puts a sticker on every parcel sent out, asking that goods not found as represented be returned. It is a guarantee of good faith and has been found a very useful aid in effecting sales.



Label pasted on all parcels sent out by A. Latham.

EDITOR'S NOTE.—*People appreciate a guarantee. They accept it as an earnest of good faith and are inclined to put fullest confidence in the firm. The use of this "sticker" has, we feel sure, made many customers stick to the store.*

BRUSHES ON NETTING.

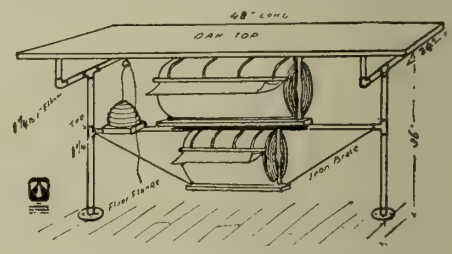
TORONTO, ONT. — Hardware men are always on the lookout for new methods of displaying their goods. Often some little idea will be originated which although simple, may nevertheless be none the less valuable for the purpose for which it is intended—that of bringing the goods prominently before customers.

J. H. Copeland, 1424 Queen street, west, Toronto, has just such a wrinkle for showing his paint brushes. Tacked on the inside of the front door of the store is a strip of ordinary hen coop wiring. In the spaces of the wire, the paint brushes are hung. It is simplicity itself, but draws this line to attention of both incoming and outgoing customers. It also means the display of the wire which is in demand during this season not only for hen coops but training up vines, etc.

EDITOR'S NOTE.—*A simple device, but a valuable one. It is a common fault to neglect the sale of brushes. They can be made a very valuable line. In fact, a brush can be sold with every sale of paint if the dealer is looking after that branch of his business in a wideawake way.*

A WRAPPING COUNTER.

We show herewith a home-made wrapping counter that we believe will fill a long-felt want in many a hardware store. This table was designed and made by the Maxwell Hardware Co., Sioux Falls, S. D., for their own use. They could not afford to give up the necessary shelf room for wrapping space, hence this table. To make it convenient for use in the front part of the store, the table is placed about 20 feet from the front door, in the centre of the room with its length crosswise of the store, thus making it easy of access from both sides of the room. The lower part of the table or frame is made of gas pipe, the sizes being given in the sketch. The top is of plain oak. The upper paper rack brackets are fastened to the counter with screws, while the cross bar of the lower cutter is bolted to the cross or tie rod of the frame. The twine holder is fastened to the tie rod; where cone fixture is used this could be fastened underneath the table top. The length and width of the table can, of course, be varied to suit any space. This device is not patented. If it appeals to you, make one—you will be pleased with it.—Hardware Reporter.



Counter for wrapping parcels.

SELLING SOUVENIR BELLS.

FREDERICTON, N. B.—Some time ago the Anglican Cathedral in Fredericton was burned to the ground, greatly to the regret of the people of the city, to whom the sacred edifice was a centre of interest, religious and historic. One of the most pleasing features of the Cathedral to the general public was the beautiful pealing of the chimes. A novel scheme to promote their replacement in the new building planned, is being featured by Jas. S. Neill & Sons, of the capital city, known as "Fredricton's

Big Hardware Store." "Would you like to hear the Cathedral Chimes Ring Again," is asked in a wide display in their windows and their news ads. They have proceeded to enlighten the prospective benefactor in their scheme. "They can be replaced," it is said, 'only by the assistance of the general public and rather than call upon each individual for a subscription, the committee in charge of the restoration of the Cathedral decided to have Souvenir Bells made out of the old bell metal and offer them to the public." The fact that by purchasing one of these souvenir bells the buyer not only helps in having the new chimes placed in the Cathedral, but has a souvenir of the most disastrous fire in the vicinity in recent years, is cleverly impressed upon the intended buyer, and the final appeal is made in the statement that "every public-spirited citizen in Fredericton should lend a hand to have these chimes replaced, and there is only a limited number of souvenirs." The idea has caught on.

EDITOR'S NOTE.—*An American millionaire, who got his first start in the retail business, explains that he made his money by "selling what the other fellows didn't." It is good policy to make an appeal to the public on lines which are not offered elsewhere.*

BRIDGING AN OBSTRUCTION.

MONTREAL, QUE.—Floor space is such a valuable asset that it is a serious handicap when radiation, or any other necessity, so cuts this up as to render it valueless. But in very many cases hardwaremen are apt to believe a radiator spoils their floor, when in reality it merely necessitates a little different arrangement. In the store of Philbin & Co., Westmount, for example, a very simple device has enabled the radiator, which runs along the centre of the floor, to be completely hidden, and the space about it to be used to the best advantage.

The radiator, in this case, is not very high, but it does stretch along for some distance. For some time this prevented the arrangement of the best displays; but then a scheme was formulated to render the obstruction harmless. A carpenter was called in, and, after taking some measurements, made a stand, which is shown in the accompanying cut.

This has four shelves on each side. It is built in the form of a stile — a somewhat elongated stile, but still that is practically what it is. The stand enables the radiator to be bridged, and that there is a radiator underneath is completely hidden by the samples of aluminum ware arranged on the shelves.

Thus this space—once almost lost—has been reclaimed for display. Ever since the stand was made it has been earning money. That aluminum ware is shown so prominently that all dealing in the store must see it. Many pause to examine the new styles of coffee pots and tea-pots shown. They look at the steamers, and naturally the sales result.

A dealer has no cause to despair because of some obstruction in his store —not even if this seems to detract from the value of his most valuable display room. All he has to do is find a means of overcoming the obstacle. Perhaps he can do as was done in Philbin & Co.'s store. Anyway, there should be modifications of that scheme which would be suitable for almost any establishment.

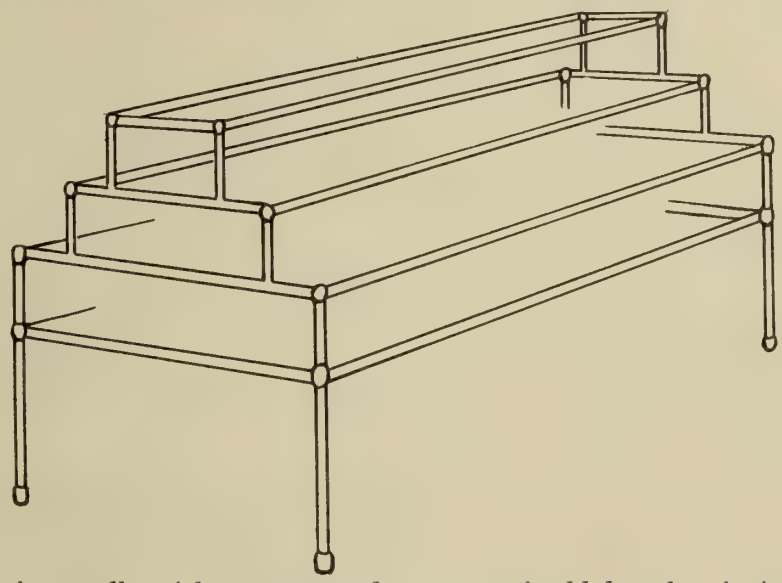


Stand which was erected to cover radiator.

MADE RACK OF PIPE.

PRESTON, ONT.—The hardware man with a little originality can work out a good many display arrangements that will prove of valuable assistance in bringing goods more prominently before customers and creating sales that otherwise would not be made.

New ideas in display of hardware lines are constantly cropping up. Bernhard & Gies are to the fore with an arrangement whereby small articles carried in the hardware store are shown to advantage. A cut of the arrangement is shown here. The framework is constructed of lead pipe. The holders for the goods are made of wire baskets, somewhat similar to the ordinary letter basket. The bottom shelf has three rows of these, the next, two rows and the third, one row. This particular display rack is about 12 feet long and is used for showing 5, 10 and 15 cent goods. The cost of construction was in the neighborhood of $25.00, but Bernhard & Gies consider it an excellent investment for without it, it would be impossible to display these goods.



Rack, for small articles, constructed out of odd lengths of pipe.

They also have a longer rack with six shelves of somewhat similar construction which is used for the display of graniteware. The cost of this one was close on $50. These are constructed during slack periods, and it is the intention of the firm to add another one this winter.

EDITOR'S NOTE.—*How much material goes to waste around your store? Ever wonder what you were going to do with the odd lengths of pipe, the ends of wire netting, etc., which had accumulated on your hands? A use can be found for everything, as the above illustration shows. The conservation of store material is a problem worth your attention.*

SALESMAN IN ENTRANCE.

GALT, ONT.—That the way to sell goods is to have them where people can see them is the opinion of Allan & McKenzie, hardware merchants. Goods hidden within closed drawers or underneath the counter will not sell, at least not as freely as if they were where people could see them.

The firm have recently been putting forth efforts to increase their sale of cutlery and scissors. To do this they have arranged a display of these articles in a small show case, and each morning this show case is moved out to the entrance to the store where not only customers entering the store, but those passing, may see these goods. The size of the entrance is large enough to make this possible.

—⚙—

FINANCING SALES ON A SOUND BASIS.

Concluded from page 115.

tion. They make certain lines carry a heavier share than others. As was pointed out before, this is inevitable because it is impossible to secure the proper percentage on some lines.

In order to follow out a definite policy, however, it would be practically necessary to departmentalize the store. All goods of the same nature would be kept together and sales would be classified so that it would be possible to arrive at the turnover in each department. In addition to that, it would be necessary to divide up the rent so that the stock occupying the best positions would bear the lion's share and divide the salary expenses according to the time that the clerks spent in each department. Then a separate overhead expense percentage could be worked out for each department.

It would entail a great amount of work at the inception, but it would be practical and, in the opinion of the writer, beneficial.

—⚙—

FINDING TINSHOP WORKERS' WORTH TO FIRM.

Concluded from page 130.

used will be known, and its cost. Also will be known the amount paid the workman for wages. But the sum coming for the finished work will not be known. This can only be estimated, according as it is estimated how much of the entire job has been finished.

Figure Once a Week.

Still this difficulty is one of small practical importance, for of course there is no need to estimate the men's earnings for the firm every day. The men are paid only once a week, and only once a week, as a general rule, are their time sheets figured up to see what they have done. In a week it will be easy to establish very correctly just what has been done; just what amount of money this will bring in; and just what has to be taken away from this to meet the cost of material used, and the man's wages.

So this system works. It is easy to see how it helps the management with their estimating; and it is also quite easy to perceive how it keeps the men at their work. They know that what they do is being checked. They know track is being kept of the material they use. The natural result is that they try to do as much, and use as little material, as possible.

Keeping Track of Apprentices.

But what of the apprentices, it may be asked; and what of the off-seasons, when there are no jobs for the men to work upon.

Well, as far as the apprentices are concerned, track of their work is kept a little differently. If they are helping on a job their wages are charged against that job, so that the earnings are just as readily determined. If they are not engaged on a job they are usually making stove pipes. A great number of these are sold in the year, and from the profits coming from these sales an earning is shown for the apprentices. That earining, of course, can not be estimated exactly for any one day, but it can be estimated correctly over a longer period.

As for the journeymen, during the off seasons—well they usually work upon pails; and a great number of these pails are sold at a good profit. The amount of work they do on these can be noted. The value of the pail is known. So there is the problem. Simply multiply the number of pails made by their known value, and subtract from this the man's wages plus the amount of the raw material used. Thus is secured the gross profit. Apparently there is no difficulty marketing the pails, so no fault can be found with this method.

—⚙—

Hardware Letter Box

12 Lb. Steel Rails.

Marshall-Ecclestone Ltd., Porcupine, Ont. "Will you kindly give us list of manufacturers of 12 lb. steel rails?" Alex. Gibb, Montreal; Henry Rogers & Sons Co., Montreal; A. C. Leslie & Co., Montreal; Algoma Steel Co., Sault Ste. Marie, Ont.; Nova Scotia Stel & Coal Co., New Glasgow, N. S.—Ed.

B. O. T. Closets.

Frank Dafoe, Madoc, Ont.—"Can you give us name of firm manufacturing B. O. T. Closets?" B. O. T. Manufacturing Co., 35 Mutual St., Toronto.—Ed.

Skate Grinding Machine.

Sheet Metal Manufacturing Co., Calgary, Can.—"Kindly advise us through your columns the name of manufacturer of a skate grinding machine."

R. Woon & Son, Oshawa, Ont.—Ed.

Champion Furnace Castings.

P. I. Bentley, Millbrook, Ont. "Kindly advise me through your paper where I can procure castings for Champion Furnace, made by Copp Bros., Hamilton." Copp Stove Co., Fort William Ont.—Ed.

Soldering Aluminum Ware.

Adolph Kennermann, Kindersley, Sask.—"Would you kindly inform us if there is any way of soldering aluminum ware."

Yes, aluminum ware can be soldered. Write any of the manufacturers. Here are a couple: Northern Aluminum Co., 80 Wellington St. West, Toronto; Ware Manufacturing Co., 220 King St. W., Toronto.—Ed.

Coil Springs, Drive Keys.

J. W. Fleming & Son, Blenheim, Ont. "What firms manufacture: (1) Coil Springs, (2) Drive Keys, both spare and round for use in machinery?"

(1) Montreal Steel Works, Montreal, Que.; (2) Jno. Morrow Screw Co., Ingersoll, Ont.; A. B. Jardine, Hespeler, Ont.—Ed.

Detroit Gas Range.

Carnegie Bros., Port Perry, Ont.—"Can you inform us who manufactures the Detroit Gas Range?"

Detroit Jewel Range mfd. by Detroit Stove Works, Detroit; Detroit Ideal Range, mfd. by Birge & Beach, St. Louis, Mo.—Ed.

—⚙—

CAN MEET DEMAND.

Winnipeg. — Emphatic denials given by the binder twine companies and distributors in Winnipeg to-day to the reports current that an increase of one cent a pound in binder twine had been made or was contemplated. The greatest handlers of twine in Western Canada and the United States, the United Harvester Co., and the Plymouth Cordage Co. are equally emphatic that they can meet the demand from every source for twine. They assert to-day that there is not a point in Western Canada that has a shortage of a single pound and they further assert that they have enough in view and in reserve to provide for every contingency of the market. They express themselves as confident that the demand and supply will be found to correspond. The only trouble will be that farmers will not be able to stock themselves with a complete order before starting to cut their crops as they have been accustomed to do.

—⚙—

The Hall-Zryd Foundry Co., Hespeler, are engaged in the erection of their large new plant.

Current News of Hardware Trade

New Retail Firms.

Calgary, Alta.—F. J. Manseau has started in the plumbing and heating business here.

Not Opening Branch.

It was stated that J. J. Fallis, of Elbow, Sask., was opening up a business at Elkhorn, Man. This is not correct.

Building New Warehouse.

Moose Jaw, Sask. — The contracts have been let for a new warehouse for the Moose Jaw Hardware Co. It will cost $30,000.

To Close Early.

Strome, Sask.—The business men have decided to close their stores at 7 p.m. after October 1. Formerly the stores remained open until late hours of the evening.

Plumbing Manufacturers.

Medicine Hat, Alta.—W. J. O'Brien, representing Messrs. O'Brien and McIntyre, Chicago, Manufacturers of plumbers' goods, is in the city with the idea of locating a branch of their plant in the West. He is greatly pleased with Medicine Hat.

May Locate in Calgary.

Calgary, Alta.—Business circles have a very persistent rumor that the hardware firm of A. McBride & Co., have sold out their business to Marshall-Wells Company of Chicago. If the deal goes through the oldest firm in Calgary will retire from business. The McBride Co. started in Calgary many years ago and have worked up a very large wholesale and retail business.

Million Dollar Plant.

Medicine Hat, Alta.—Mayor Spencer to-day received a wire from F. Jones of the Canadian Cement Co., stating that he was pleased to advise him that the board of directors of the Canada Cement Co. had authorized the construction of their million-dollar Western cement mill at Medicine Hat. It is probable that the building will be started as soon as plans can be prepared.

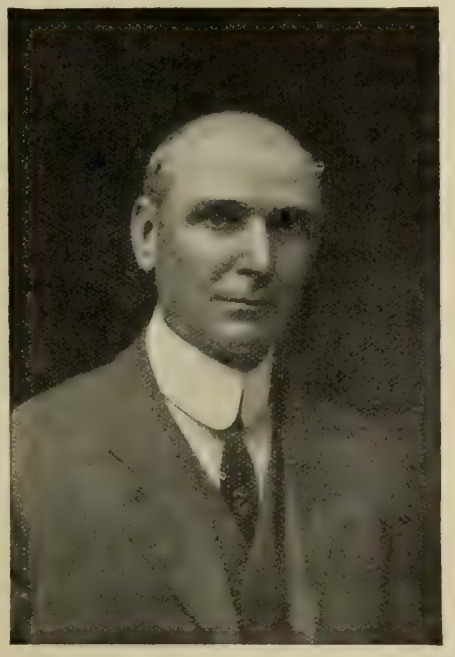
Rushing Binder Twine.

North Bay, Aug. 25.—Realizing the danger of scarcity of binder twine in the West, the railways are rushing supplies. Fourteen car loads, which were handed over to the C.P.R. at Newport, Vermont, were rushed to North Bay as the second section of the western express, reaching here at 11 o'clock to-day. Every precaution is being taken to assure the timely arrival of the much-needed cargo.

Made Ontario Manager.

The Sherwin-Williams Co., of Canada, announce the appointment of Charles A. Thomas as manager of the Ontario division, a new sales division organized with headquarters at 86 York street, Toronto, Ont., where the offices and warehouse of the company are located. Mr. Thomas is well known in the paint trade in Ontario, and he is one of the most successful paint salesmen in that territory.

The appointment of a sales manager to take charge of the Ontario division of the Sherwin-Williams Co. has become necessary on account of the rapid growth of the business in Ontario.



Charles A. Thomas.

Mr. Thomas was born in the town of Waterloo, and started in a hardware store as clerk. Later on he traveled for M. & L. Samuel Benjamin & Co. for about ten years until they sold out the hardware part of their business. He then traveled for H. S. Howland Sons & Co. for two years, leaving that position to go with the Sherwin—Willianms Co. twelve years ago, his territory that time being Western Ontario. Mr. Thomas will take up his new duties Sept. 1.

Staff Promotions.

Growth of the business, with the attending reorganization, have rendered necessary a number of further changes in the selling staff of A. Ramsay and Son. A. D. Brown, recently brought in to take the position of sales manager, and to act in conjunction with Walter B. Ramsay, the general manager, left a big gap in the outside sales force. This, however, has now been satisfactorily filled by several appointments and promotions.

H. C. Douglas, for more than fifteen years with the firm, will move from Ottawa, making his head quarters in Winnipeg. He will have charge of all the territory from Port Arthur to the coast.

Ewart Brownell will take over Mr. Douglas' territory in Ottawa. Mr. Brownell is one of the younger men of the business, but is yet thoroughly acquainted with the paint industry, and well known to many dealers.

H. J. McAddie is to look after the work in Western Ontario, formerly under the direct supervision of Mr. Brown. Mr. McAddie, though a new man, is very familiar with the paint business, having been with Sanderson Pearcy of Toronto in the old days. Mr. McAddie will make Toronto his headquarters.

Personal Notes.

Roy Webster, of the Delta File Co., Philadelphia, has been spending several days in Montreal.

Joseph Laroque, of Blizzard Valley, Ontario, spent several days in Montreal this last week on business.

Wm. Starke, who, with his family has been spending a vacation in England and the continent sails for Montreal on the 6th. Mr. Starke's health has been greatly benefited by the trip.

Jas. Campbell, formerly with the James Walker Hardware Co., Montreal, will on September 7th, open a new store —the James Campbell Hardware Company—at 515-517 St. Catharine street, Maisonneuve.

F. Orr Lewis is at present on his way back to Montreal. Before returning to England he will see the installation of the new dry dock now being brought across the ocean.

Business Changes.

Bladworth, Sask.—Wm. Hein, harness and hardware dealer, is reported to have sold out.

Plumas, Man. — McLaughlin Bros., hardware dealers, have sold out to J. H. Kitely.

Weekly Market Report --- Metals

METAL NOTES.

Business is very brisk.

Supplies are better although shortages exist in some lines still. Lead is none too plentiful in Toronto.

Advances have been declared in lead sheets, boiler plates and tubes.

MONTREAL.

Montreal, Aug. 29.—It is a strange week now, which does not see some change in prices locally. The markets have been moving upward, with an occasional reverse, and it has been found necessary to change prices in Montreal. This week has proved no exception, for there has come an advance on boiler plates and tubes, and lead sheets have risen a quarter of a cent.

Business is exceedingly good. It could not be better, declare some handlers. A little time ago there was considerable trouble owing to a shortage of supply and a heavy demand. Now the demand continues large but the supply has so improved that it is possible to fill orders. In a few lines this can not be done immediately, but it is proving possible to send a part of the order at once and to supply the remainder a few days, or a few weeks later.

A Time to Buy.

Indications are that the present high prices of metals are to continue. Indeed, it is quite freely predicted that more advances are to come. This appears to be a time to buy—if not for speculation then at least to cover requirements.

Tin.—The new syndicate is carrying things along with a high hand . Now the prices on the primary market have gone a good deal over £210. It is stated that the syndicate aims to push the price to £225. Certainly they are now proceeding as if that were their desire. No further local advances have been made, but the probabilities are that should the upward movement in London continue the quotations here will be advanced.

Copper Retains Strength.

Copper.—This market is strong. Of late the consumption has shown a large advance. The statistics have not been issued, so that it can not be told whether the supplies have increased, but the opinion is that the strong tone will continue.

Lead.—Advances on the English market have been followed by an upward movement in the States. On Monday the price was raised 15c.—the third upward movement within a very short time.

Locally lead is not so sarce as it has been—for which there is general rejoicing—but the prices which have to be paid for the metal are high, and the prices asked have also to be higher. Lead sheets have now been raised on the local market, the 2½ lb. sq. ft. now being quoted at $6; and the 3 to 6 lb. sq. ft. at $6.25.

Spelter.—Here there is very little to report. Prices remain stationary, and the supply is adequate.

Some Changes in Iron.

Iron. — Still prices continue high, though supplies are coming through. Locally the demand is good. The manufacturers seem to have given up the idea of getting better figures. Now they are buying and buying largely.

Changes in two lines have been struck —due of course to recent advances in the raw material. Boiler plates are now being quoted at 10c. a cwt. advance; while tubes of all kinds are up 5 per cent. The details of these changes are given in the current market quotations.

TORONTO.

Toronto, Aug. 29.—The metal situation is satisfactory from every standpoint now. All through the spring and summer there has been one serious drawback—lack of supplies. With lots of business ahead, the metal firms have been handicapped by their inability to secure supplies to fill all orders. Now, however, this disability has been partially removed. Ther are better stocks all around, even in lead. As the demand is bigger than usual at this time of year, there is certainly no reason now to complain.

The upward trend in prices has been steadily maintained. Among the different lines which have been advanced are lead sheets, boiler plates and boiler tubes.

Tin Is Soaring.

Tin.—The syndicate have complete control of the London market and are shoving the price up rapidly. As a result the price locally is very firm and it would not cause any surprise if tin were to sell before long at considerably over 50 cents. In the meantime there is a heavy demand and no one seems to be worrying about the price.

There seems little doubt that tin will continue strong and dear. The consumption has been very heavy this year and the visible sources of supply have not been augmented to any extent.

Copper.—The price of copper remains firm and demand is good. The situation here does not give any ground for the pessimistic views held by some. There can be no doubt that the demand will continue just as steady for some time as it is at present and metal men are not worrying.

More Lead In Sight.

Lead.—When it is said that lead is more easily obtained it must not be supposed that the metal houses have been able to secure all that they require and desire. On the contrary, it is still a difficult matter to fill orders but the situation has been relieved and confidence is expressed that supplies will be more readily forthcoming in future. The price is very stiff and increased quotations would not cause any surprise.

Spelter.—The interest taken in spelter just at present is not very keen. Still, there is a good volume of business being done and enquiries indicate that it will continue. The price has remained firm.

Iron.—It is reported that iron is still high. This condition is almost certain to continue for demand is still very strong and supplies are none too heavy.

Plates and Sheets.—There is a brisk demand. Supplies have been short recently, owing to the long continuance of the dockers' strike.

WINNIPEG.

Winnipeg, Aug. 26.—Winnipeg is suffering from a severe shortage of boiler tube and boiler plate at the present time, and in fact shortage of sheet metal in all lines is acute, it being impossible to get orders from factories filled under two to three months.

Steel, iron, copper and lead are very firm, and indications are for higher prices.

Both black iron and galvanized pipe have advanced sharply since last report and there is also a sharp advance in Canada plates as will be found on consulting Western price lists.

Weekly Market Report --- Hardware

ADVANCES NOTED.

Business is extremely good and the wholesalers seem convinced that all danger of a summer slump is over. From now on, business should continue to increase in activity.

Some increases in price are noted. Leather belting has been advanced in some lines. Builders' hardware into which brass enters has also been advanced.

MONTREAL.

Montreal, Aug. 29.—Though no price changes have been noted so far this week, there is no lack of interest in the market. Probability of changes is reported, and the general activity prevents any business torpor. Indeed this summer end is seeing an interesting state of affairs—a demand more than average, and a supply which is not always all that could be desired.

At this season there is always a good deal of conjecture as to the fall's business—conjecture which largely centres around the crop question. Now there is little doubt that the crop is to be good. Of course the question of bringing this down to the market is one which is causing some anxiety, but the facilities are better this year than last, and there seems good reason to suppose that losses due to lack of cars will be correspondingly smaller.

Price Becomes Secondary.

Heavy Hardware—Still there is noted a scarcity of galvanized Canada plates, and lead pipe is none too plentiful. The upward movement in the price of this commodity, reported last week, has not caused any trouble. Dealers seem willing to pay the advanced price, if only they can get the supply which they need. Soil pipe is still quoted at the old figure, though it is still freely predicted that an advance will come. Here too the question is to get the goods. The price has become of secondary importance.

Builders Hardware—As fall draws near the demand for this class of goods becomes heavier. Houses are nearing completion, and the finishing of these is being rushed along so that they will be ready for occupation before snow flies. Generally a firmer price situation is noted. Some of the inside sets—not advanced when the last move upward was noted—have now been set at the new figure. There is a likelihood, moreover, that some more lines will be set at a higher price. Brass goods generally have advanced, and brass and bronze builders hardware will likely be the first to move upward.

Remember Last Year's Troubles.

Seasonable Goods—A heavy demand for lanterns is being experienced. Also the call for traps is becoming larger and larger. At this season, when the men are going into the lumber shanties, and when trappers are commencing to prepare for their heaviest season's work, this line is wanted by the retailers. The winter lines are also moving. For snow shovels a demand has already sprung up. Some—remembering the trouble they had getting their orders filled last year—are putting in requisitions for sleigh bells. But the heaviest demand just now is perhaps for meat choppers and such lines. Thanksgiving season will see a demand for such goods.

Sporting Goods—The time when there was a season for sporting goods has passed. Sporting goods now are always in season. Soon baseball goods will be relegated to oblivion—and fishing tackle will move less rapidly; but fall games are coming forward. Winter games are in sight, and rifles, shot guns, and ammunition are very much to the fore. The travellers have been finding retailers quite ready to buy. There have been a number of sheets to attract attention, and these have hurried buying. Of course the demand which preceded the opening of hunting season is not here yet—but it is coming and the retailers are preparing.

TORONTO.

Toronto, Aug. 29. — Wholesalers are extremely well pleased with the order of things this year. The past few months have seen business well maintained, while it is usual during this period for a slackening off in trade to take place.

The possibility of a slump is now over, for fall business is beginning to loom up large and from present indications will be good. The country is generally prosperous, crop conditions are rosy, building is brisk and prospects are bright for a good fall business in hardware lines. This is at least what jobbers are now anticipating. In fact fall shipments are already commencing.

Wholesalers refer to a generally firm and upward tendency in hardware. This covers a variety of lines. Metals have been moving upward and it is natural for products to tend in the same direction. It is pointed out by one jobber that retailers need not be backward in purchasing all the supplies they will need for fall because markets will not decline while certain lines will probably move up.

Builders' hardware in which brass is used is up another 5 per cent., at least with some houses. Leather belting has also advanced.

Leather Goods.—Footwear is not the only line affected by the upward trend in leather, said to be caused to large extent by amount of this article used in manufacture of automobiles. Certain lines sold by the hardware merchant are also affected. Lether belting is up in price, certain lines being advanced about 10 per cent. Lace leather is also higher by 5 cents per cwt.

Seasonable Goods. — Summer goods are in less prominence now, fall goods beginning to forge to the front. Ammunition, guns, rifles, axes, axe handles and all lines of builders' hardware are now in demand. There is still some business in preserving necessities and harvesting tools but it is of a sorting nature only.

Interest is beginning to develop in skates, hockey sticks, shin pads, foot warmers, snow shoes and kindred lines but this is merely anticipating wants. Delivery will not be wanted until later.

Farm Tools.—As far as jobbers are concerned, trade in harvesting tools is about at an end. Threshing supplies have been to the fore of late but they too are dwindling. Plows, plow points, hoes and potato forks will shortly be items of interest.

Builders' Hardware.—Builders, hardware continues to be quite an important feature. With many buildings in shape for finishing goods and others still in the course of construction a good demand is naturally in order.

Dealers know all too well how brass has been advancing. Just a few weeks ago fancy brass goods took an upward shoot in price. Builders' hardware in which brass is used is following suit with an advance of about 5 per cent., making a total of 10 per cent. in past two months. Locks in which brass is used is one of the lines affected.

WINNIPEG.

Winnipeg, Aug. 26.—Business in general hardware was never better and wholesalers report a continuation of the remarkable activity that has so far placed 1912 as a banner year in Western business.

Harvest tools are still moving out in very large quantities, and sales in these lines have already doubled any previous records.

Guns and ammunition and other lines of fall sporting goods have been moving very freely, and some lines are reported as almost sold out.

Weekly Market Reports---Stoves

CONDITIONS BRISK.

There is an active trade noted in stoves although the rush of fall shipments has not yet begun. All indications point to a record demand.

The furnace industry has been particularly busy. There is still some demand for gas and oil stoves.

MONTREAL.

Montreal, Aug. 29.—In the past few days there has been a big change for the better in the stove situation. The remarkably cool weather has done something to stimulate trade; then the fine state of affairs in the West has inspired confidence, and is bringing large-sized orders from there. All things considered, it appears that this is going to be a splendid season.

The high cost of iron, and of all metals, is causing the stove manufacturers to think further ahead than this fall's business. From present indications there does not appear to be a great deal of reason to expect a drop in iron—at least not a fall which will bring the metal to the old level. This means, therefore, that the cost of raw material used in the manufacture of stoves will be higher than in the past. Cost of labor is higher than in by-gone years. And the same applies to rents. Indications, therefore, are that there may be an advance in the price of stoves.

Look for Advance in Spring.

There is no likelihood that an advance will be made this fall, but it would seem that the spring may see a general rise.

Ranges—From the West especially, orders for these are coming in. The East too is ordering, but hardly as largely as the West. Early though it is, the retail trade too is improving satisfactorily. But the next week or two will see a bigger advance. People are coming back from their summer homes. The schools open next week, and nothing brings people back from the country like the opening of schools.

This "back to the city" movement will be followed immediately by a demand for stoves, and it is for these early purchases that the retailers are now preparing.

Heaters—Here the weather has had a good influence. Especially for oil stoves is there a demand. This little comfort giver is gaining greater favor every year, and retailers are now stocking these.

Call for Furnaces.

Wood heaters are moving to these places where supplies are secured by boat. Between now and the close of navigation there will be a good many stoves moved in this manner.

Furnaces—The demand is becoming very large. This of course is principally attributable to the number of houses now nearing completion. These should be ready for occupation by September, if they are to sell or rent, to the best advantage. No time, therefore, is being lost installing the heating plant.

Radiators, last year, were very scarce before the season closed. Now the manufacturers have a good supply on hand, but from the demand already felt it would appear this will be reduced very rapidly. Those having work to do would seem to be acting wisely by ordering early.

Seasonable Goods—Canada plates are still rather scarce, though an improvement in this respect is noted. Tinware, and graniteware, for which the demand is large just now, is plentiful. Indeed in this class of goods there seems little cause to feel a shortage. The call from these places where goods may be brought in by water, is growing. As usual the dealers are preparing to lay in a supply, which will last them the winter through, before navigation closes.

TORONTO.

Toronto, Aug. 29.—Not yet, but soon the stove trade will be taking on its full fall activity. It has by no means attained that position as yet, but is gradually developing in that direction. Business in this line is showing a steady growth, but the big point on which emphasis is laid is the excellent prospects now in view.

Western Canada continues to send out rosy reports concerning crops, and accordingly faith in the fall stove trade moves to a higher level. Manufacturers are looking forward to a record demand for heating apparatus and indeed everything that can be taken as a gauge indicates that this can be expected.

Furnaces:—Manufacturers of furnaces have nothing but encouraging reports to give out. Ever since buildings, commenced in the spring, reached a position to allow of installation of furnaces. there has been a steady call for them. Trade has been particularly brisk in the city where building has been on a huge scale this year.

Nor is trade in furnaces expected to diminish now. Building is still being done while there are always those who wait until late before having the work done.

From now on there will be a good deal of repair work to be cared for. There is generally a rush of this just before the cool weather sets in.

Ranges:—Already there has been a good deal of shipping of ranges, the west seeming anxious to get in supplies. Canadian manufacturers are finding the West a very fertile field for the sale of stoves on account of the constantly increasing population and their trade in that direction is showing a good growth.

Ontario dealers are more tardy in getting in fall supplies, but are expected to fall in line shortly.

Gas Stoves:—Trade in gas stoves is quieter than early in the season, but is by no means dead. Trade in this line has reached appreciable proportions this year, especially in the cities where the increasing number of apartment houses has helped their sale.

Oil Stoves:—During the summer months, the housewife uses the oil stove in cooking in order to escape the heat which a range would give out. From now on they will have a different purpose in the home—that of supplying heat on cool evenings. Dealers are anticipating a fairly steady fall trade.

Accessories:—The same steady demand continues for heating accessories of all kinds.

WINNIPEG.

Winnipeg, Aug. 26.—Although the fall rush can hardly be said to have yet commenced, wholesalers report stoves as moving out freely and there is already a brisk city demand for heaters and ranges. This will be better understood when it is stated that the number of permits issued for new buildings is now something over 3,700. Most of these are for residences, probably half the number being for dwelling houses of the smaller type not needing furnaces. There is also the replacing of worn furniture for new to be considered.

Electric cooking apparatus is fast gaining favor among the wealthy classes, and apartment blocks are all furnished with gas cookers. There is much business doing in both lines.

The McClary Manufacturing Co., London, have doubled the capacity of their Toronto warehouse.

Big Valley, Alta.—Sharpe & Page have bought out John Blackson's hardware store, and will conduct it in conjunction with their general store. Mr. Blackson will likely locate at Hanna.

Weekly Market Report --- Paints

MANY PRICE CHANGES.

The past week has seen many changes in the paint and oil market.

White Lead has advanced 20 cents.

Linseed oil is down 3 cents. Reports are to the effect that the price will advance shortly.

Glass has been advanced. Plate glass is up 40 per cent.

Putty is very scarce and advances are reported in some sections.

MONTREAL.

Montreal, Aug. 29.—Surely the last few days have been lively ones in the paint market. Price change has come upon price change. Some have been in an upward direction, but the other side of the shield has also been shown, linseed oil and turpentine falling off several cents.

The old reliable thriller, white lead, has again been to the fore, an advance of 20 cents being struck just at the close of last week. This week the threatend change in glass prices came, the new figures being about 20 cents above the old. Nor is this all. Putty too has been set upon a new level. The change in itself is not of any great importance except in so far as it seems to indicate that putty will be exceedingly scarce later in the fall.

Scarcity the Real Feature.

White Lead:—It is more the new syndicate which is controlling the lead situation, than the recent trouble caused by the dockers strike, which is responsible for the advance here. The corroders really had nothing to do but set a higher figure, for the prices of raw materials are exceedingly high. But the 8c level which has now been reached is not the feature of greatest importance. The real point is that white lead is exceedingly scarce. The corroders are experiencing great difficulty in filling their orders.

Since this last 20c advance was struck pig lead has advanced another 15c. That white lead will follow suit is far from unlikely.

Linseed Oil.—The satisfactory reports of the crops, and the manner in which seed is being brought through from the West, has lead to an easier position here. The manufacturers are no longer afraid that they will be left without oil themselves. They are therefore selling freely. The decline has been about 5c, quotations now being made at .89 and .92.

Putty Up 10 Cents.

Putty:—Owing to the scarcity in whiting it has been found necessary to advance putty. This is now selling at about 10c more than last week. Detail quotations to be found in the "Current Market Quotations."

Glass:—Trouble, and rumors of trouble in Belgium, have forced the glass manufacturers there to set a new figure for their product. The result is natural. The handlers here in Montreal have been required to change their quotations too. That this rise would come has been expected for some time, although the slowness of the Belgian makers put the local men rather at sea. They did not know when to expect the advance.

Supplies are fair. The demand has been large, and will unquestionably be larger, yet there is reason to believe that the great volume of business will be handled satisfactorily. It is a time, however, when it would seem the part of wisdom for dealers to determine what they will need and order early.

The Change in Glass.

The new net prices on Star are as follows, being 20c higher than the old figures. Prices for the Double Diamond are quoted in the Current Market Quotations:

First Break—$3.25.
Second Break—$3.45
Third Break—$3.85.
Fourth Break—$4.10.
Fifth Break—$4.35.

Mixed Paint:—Though the dealers have stocked largely during the summer, they are still sending in a good many orders. The volume of business which hts been done in paint this year is simply remarkable, and the best of it is that indications are for still better things.

TORONTO.

Toronto, August 29.—This has been a week of developments on the paint and oil markets. White lead and glass have advanced. Putty is very scarce and may go up as soon as the active fall demand starts. Linseed oil is down in price, but is expected to go up again soon.

Through it all there has been a splendid demand and business is reported to be remarkably good for this time of year.

White Lead Up.

White Lead:—A twenty cent advance has been declared in the price, making the prevailing local quotation $8.15. This advance had been anticipated for some time and thus did not come unexpectedly. In fact it had been predicted the week previous.

The present price is not a permanent one by any means. Since it was set, the pig lead has gone up again and it is highly probable, in fact inevitable, that another advance in white lead will come.

Oil is Lower.

Linseed Oil:—A lower quotation has been placed on linseed oil. It now sells here at 87 cents for raw and 90 cents for boiled, a decrease of 3 cents. The probabilities are, however, that oil will advance before long. European flax crops are small, and the price of oil on the English market has started to go up. Some assert that the local price a month from now will be higher than it is now.

Turpentine:—The price of turpentine is still 65 cents. There has been a very large demand during the past week.

Putty is Scarce.

Putty:—The supply of putty is small at present and, in fact, a scarcity threatens. It is taken for granted locally that the price will go up as soon as the fall demand starts. This view is strengthened by reports of advances in other quarters.

Advances in Glass.

Glass:—As a result of the advances made in the price of glass in Belgium, most of the local firms have advanced their quotations on window glass. Discounts differ on the various breaks and qualities, but the advance will average about 10 per cent. It is believed that the new quotations will be made general.

There has been a large advance on plate glass. The new price is 40 per cent higher, this advance being due also to conditions in Belgium.

Prepared Paints:—The demand continues good. While most orders received are of the sorting order there is a certain amount of fall business being done. Interior paints are selling well.

WINNIPEG.

Winnipeg, Aug. 26.—Prices in paints and oils are firm and unchanged. There has been a brisk trade in lubricators and the business in both dry and mixed colors is keeping up well with average of the past six months. The flax crop of the West promises to be a very heavy one, and flax prices are steadily declining. Cheaper rates for both boiled and linseed raw oils are anticipated.

The business prospect continues excellent, and all master painters report work in sight until the end of the year. The approach of fall house cleaning is stimulating demand for kalsomines, and interior decoration supplies.

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's, per lb..8 50 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c.; White Brass, 48c.; Metallic, 45c.; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Alluminoid, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c.; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1. 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co.—Magnolia, 25c.; Defender, 20c.; Mystic, 17c.; Kosmic, 15c.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 30	2 40
Heads, per 100 lbs.	2 55	2 65
Tank plates, 3-16 inch	2 40	2 50
Tubes, per 100 ft., 1½ in..	9 95	10 00
" " 2 "	8 65	8 70
" " 2½ "	11 00	11 00
" " 3 "	12 60	12 70
" " 3½ "	15 75	15 80
" " 4 "	20 20	20 30

BRASS.

Spring sheets, up to 20 gauge..	0 27
Rods, base ½ to 1 inch, round.	0 23
Tubing, seamless base, per lb..	0 26
Tubing, iron pipe size , 1 inch base	0 26
Copper tubing, 4 cents extra.	

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.
Casting ingot	$19 00
Cut lengths, round bars, ½ to 2 in.	27 00
Plain sheets, 14 oz., 14x48 inches, 14x60 inches	29 00
Copper sheet, tinned, 14x60, 14 oz.	30 00
Copper sheet, planished, 14x60, base	37 00
Brazier', insheets, 6x4	29 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto
Canadian foundry, No. 1		19 50
Canadian foundry, No. 2		19 00
Middlesboro, No. 3 pig iron	18 00	19 00
Summerlee, No. 2 pig iron	20 00	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles $ base	2 50	2 50
Common bar, per 100 lb.	1 90	2 05
Forged iron, per 100 lb.	2 05	2 20
Refined iron, per 100 lb.	2 15	2 30
Horseshoe iron, per 100 lb.	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

Cold Rolled Shafting.

9-16 to 11-16 inch		0 06
¾ to 1 7-16 inch		0 05½
1 7-16 to 3 inch		0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal.	Toronto
10 gauge	2 40	2 50
12 gauge	2 30	2 55
14 gauge	2 20	2 35
17 gauge	2 20	2 45
18 gauge	2 20	2 45
20 gauge	2 20	2 45
22 gauge	2 25	2 55
24 gauge	2 25	2 55
26 gauge	2 35	2 65
28 gauge	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
20x28x80	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 gauge, per square	5 00
26 gauge, per square	3 85
28 gauge, per square	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best	Best
16-20	3 60	3 35	3 60	3 60	
22-24	3 65	3 40	3 65	3 65	
26	4 05	3 80	4 05	4 05	
28	4 25	4 00	4 25	4 25	

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 gauge, American	3 85	3 50
28 gauge, (26 English)	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE

	List	Black	Galv.
¼-inch and ⅜ inch	$ 5 50	65 p.c.	50 p.c.
½ inch	8 50	70 p.c.	59 p.c.
¾ inch	11 50	74 p.c.	64 p.c.
1 inch	16 50	74 p.c.	64 p.c.
1¼ inch	22 50	74 p.c.	64 p.c.
1½ inch	27 00	74 p.c.	64 p.c.
2 inch	36 00	75½p.c.	65½p.c.
2½ inch	57 50	75½p.c.	65½p.c.
3 inch	75 50	75½p.c.	65½p.c.
3½ inch	95 00	74 p.c.	64 p.c.
4 inch	108 00	74 p.c.	64 p.c.

IRON PIPE FITTINGS

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 65 p.c., 7 and 8 in. pipe, 50 p.c. Light pipe, 60, fittings, 70 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00.

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 15x36, $1.95.

Flat rim enameled sinks, 15x24, $2; 18x30, $2.35; 18x36, $3.50.

HEATING APPARATUS

Hot Water Boilers—47 and 15 p.c.
Hot Water Radiators—45 and 15 p.c.
Steam Radiators—46 and 15 per cent.
Wall Radiators—40 and 15 per cent.
Specials—25 p.c.

OLD MATERIAL

Dealers' buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11¼
Light copper bottoms	0 09	0 09¾
Heavy red brass	0 10	0 10½
Heavy yellow brass	0 08	0 08¾
Light brass	0 06	0 06¼
Tea lead	0 02½	0 02¾
Heavy lead	0 02¾	0 02¾
Scrap zinc	0 03	0 04
No. 1 wrought iron	0 02	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal
Domestic (Trail) pig, 110 lbs.	5 50
Imported pig, per 100 lb.	5 50
Bar pig, per 100 lbs.	5 75
Sheets, 2½ lb. sq. ft., by roll	5 75
Sheets, 3 to 6 lb., ft.	6 00

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¾c. per lb. extra.

LEAD PIPE.

Lead pipe, 7½c. 10 p.c. discount.
Lead waste pipe, 9c, 10 p.c. discount.
Traps and bends, 40 per cent.

SOLDER.

	Per lb. Montreal.	Toronto
Bar, half-and-half, guarant'd	0 27½	0 27½
Wiping	0 24½	0 25

SHEET ZINC.

5-cwt. casks	8 25	8 00
Part casks	8 50	8 50

SPELTER.

Foreign, per 100 lb.	7 50	7 25

TIN AND TINPLATES.

Lamb and Flag and Straits—
56 & 28-lb. ingots, 100 lb...$52 00 $50 00

Redipped Charcoal Plates—Tinned
M L S, Famous (equal Bradley)

	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50
I. X., 14x20 base	5 50
I. X. X., 14x20 base	6 50

Bright Cokes Bessemer Steel—

I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne

Dean or J. G. Grade— I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade— XX, 14x56, 50 sheet bxs.) XX, 14x60, 50 sheet bxs.) XX, 14x65, 50 sheet bxs.)	7 00

Tinned Sheets.

72x30 up to 24 gauge, case lots	8 00 7 35
72x30 up to 26 gauge, case lots	7 85

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.
High Carbon, No. 9, $2.00 in cars.

Fine Steel Wire.
Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c.; oiling, 10c.; in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c.; in 1-lb. hanks, 25c.; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c.; packed in casks or cases, 15c.; bagging or papering, 10c.

Hay Wire in Coils.
$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

Galvanized Wire.
From stock, f.o.b. Montreal—100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55; 14, $3.15. In car lots straight or mixed.

Poultry Netting.
2-in. mesh, 19 w.g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

Smooth Steel Wire.
No. 0-9 gauge, $2.25 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra. Add 60c for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c. spring wire $1.25, bright 3oft drawn 15c. charcoal (extra quality) $1.25, packed in casks or cases 15c, bagging and paperings 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles 25c, in 1-lb. hanks, 50c, in ½-lb. hanks, 75c., in ¼-lb. hanks, $1.

Wire Cloth.
Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

Wire Fencing.
Galvanized barb, $2.45
Galvanized, plain twist, $2.75
Car lots and less.
Dominion special field fencing, 33 1-3 p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

Wire Rope.
Galvanized, 1st grade, 6 strands, 24 wires, ¾, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5, 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.

Galvanized	2 80
Plain	2 50

PAINTS, OILS AND GLASS.

Barn Paint.

In barrels, 1-gal. tins	0 90	0 85
In barrels, 5-gal. tins	0 90	0 85

Beeswax.

Per lb.	0 40

Chemicals.

In casks per lb.	
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05¼
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

Colors in Oil.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow, pure	0 13
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb. irons	0 05

Enamels.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.

	Per lb.
French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" solder sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Perfection amber ground, No. 1230 0 13
Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c, ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	0 12
C	0 11

Paris Green.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 18¼	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20¾
" ½-lb. "	0 22½	0 22¾
Tins, 1-lb., 100 in case	0 21½	0 21¾

Paris White.

In bbls.	0 90

Pigments.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

Prepared Paints.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 60
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English"	2 00
Ramsay's paints, pure	1 70
Ramsay's paints, Thistle	1 40
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	
Jamieson's Crown and Anchor brand	1 60

Plaster of Paris.

Per barrel	0 30

Pine Tar.

Half-pint tins, per dozen	0 60

Putty.

	Standard
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders, in bbls.	2 75

Red Dry Lead.

Genuine, 560 lb. casks, per cwt	4 75	5 75
Genuine, 100 lb. kegs "	5 25	6 50
No. 1 casks, per 100 lbs	4 25	4 25
No. 1 kegs, per 100 lbs	4 75	4 75

Shingle Stains.

In 5-gallon buckets	0 75

Turpentine and Oil.

	Montreal	Toronto
Can. Prime white petroleum, gal.	0 14	0 13
U.S. Water white "	0 15½	0 14½
U.S. Pratt's astral "	0 19	0 16½
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.		0 22
Benzine, per gal. single bbls		0 20½
Pure turpentine, single bbls	0 66	0 65
Wood Turpentine		0 60
Turpentine, second run		0 60
Linseed Oil " Raw	0 95	0 90
" " boiled	0 98	0 93
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

Varnishes.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 20
" No. 1		0 95
" Union		0 90
Light oil finish		1 35
Gold size japan		2 00
Turps, brown japan		1 00
No. 1 brown japan		1 10
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 75

Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish.	2 50
Canada Paint Co.'s sun varnish.	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Ltd. "Gold Medal," in cases	2 25
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 65
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange shellac varnish, in barrels	1 60
No. 1 orange shellac varnish, in barrels	1 30

Window Glass.

Size United Inches.	Double Star	Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 25 p.c.
Montreal prices, no discount.

Size United Inches	Star
Under 26	$ 3 05
26 to 40	3 25
41 to 50	3 65
51 to 60	3 98
61 to 70	4 15

White Lead Ground in Oil.

	Montreal Per 100 lb.	Toronto
"Anchor," pure	7 80	7 95
Brandram's B.B. Genuine.	8 80	8 95
C.P.C. decorators, pure	7 80	7 80
Crown and Anchor, pure.	7 80	8 95
Elephant, Genuine	8 05	8 20
Essex Genuine (Windsor).		7 55
Island City Decorators' pure	7 80	7 95
Lily Pure	7 80	7 95
Moore's Pure White Lead		7 95
Monarch (Windsor)		8 05
Munro's Select Flake White	8 05	8 20
Purity, C.O. Co.'s Ltd.		7 65
Ramsay's Pure Lead	7 80	7 95
Ramsay's Exterior	7 55	7 70
Sterling Pure		7 95
Tiger Pure	7 80	7 95

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

White Zinc (Dry)

Extra Red Seal, V.M.	0 07½

White Zinc in Oil.

Pure, in 25-lb. irons	0 10
No. 1 " "	0 07
No. 2 " "	0 05¾

Whiting.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE.

Adzes.

Carpenters', per doz.	12 50	14 00
Plain ship "	18 00	22 00

Axles and Hatchets.

Single bit, per doz.	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	5 00
Barrell hatchets	5 50	6 85

Anvils.

Buckworth, per lb.	0 10¼

Ammunition.

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust, $8.00 per 100 lbs., net list; cash discount, 2 per cent. 30 days; net extra as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

Augers and Bits.

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40

Jennings' Gen. auger, net list.
Tobin High Speed Bits, 50 and 10.
Tobin Never Choke, 60 and 10.

Barn Door Hangers.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, dozen sets		6 50
Standard jointed hangers, dozen sets		6 45
Steel King hangers, doz. sets		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.). 3 25

Barn Door Latches.

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

Bells.

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

Belting.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10.
Agricultural, not wider than 4 in., 75 per cent.
Lace leather, per side, 80c; cut laces, 85c.

Bird Cages.

Brass and Japanned, 40 p.c.

Bolts and Nuts. Per cent.

Carriage Bolts, common, new, $1 list.
Carriage Bolts, ⅝ and smaller 70
Carriage Bolts, 7-16 and up
Carriage Bolts, Norway Iron ($3 list) 60
Machine Bolts, ⅝ and less.. 60, 10 & 10
Machine Bolts, 7-16 and up.. 60
Plough Bolts 55, 5 & 10
Blank Bolts 60
Bolt Ends 60
Sleigh Shoe Bolts, ⅝ and less 60 and 10
Sleigh Shoe Bolts, 7-16 and larger 55 and 05
Coach Screw, new list 7
Nuts, square, all sizes, 4¼c per lb. off.
Nuts, hexagon, all sizes, 4¼c per lb. off.
Stove rods, per lb., 5¼ to 6c.
Stove Bolts, 80.

Building Paper, etc.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2 "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain and tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs.	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32" & 60", per 100 lb.	3 00
2 Ply Ready Roofing, per sq.	0 70
3 Ply Ready Roofing, per sq.	0 95
2 Ply complete, per roll	1 15
3 Ply complete, per roll	1 35
Liquid Roofing Cement, bris., per gal.	0 15
Liquid tins Cement	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb.	0 06
Nails, per lb.	0 05
Mop cotton, per lb.	0 15

Butts.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 per cent.

Cement and Firebrick.

Canadian Portland, bags, per bbl.	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement, in wood.		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

Chalk and Pencils.

Carpenters Colored, per gross	0 65	0 80
" lead pencils, p. gr	2 40	6 75

Chisels.

Cold chisels, 5 x 6 in., doz. 2 20
Bevel edge, 1 inch, doz. 2 50

Chain.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

Churns.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

Clamps.

Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

Conductor Pipe.

2 inch, in 10 foot lengths	3 30
3 " " "	4 00
4 " " "	5 28
5 " " "	7 26
6 " " "	8 80

Cotter Pins.

Cotter pins, 90 p.c. Montreal.

Copper and Nickel Ware.

Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 & 5 p.c.
Copper pitts, 30 and 5 p.c.
Foundry goods, hollow ware, 45 p.c.

Door Knobs.

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

Door Sets.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

Door Hangers (Parlor)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

Door Springs.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

Draw Knives.

Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80

Drills.

Bit stock drills, 2-32 in., doz.	0 67

Escutcheon Pins.

Steel, discount 50 per cent.
Brass, 55 per cent.

Eavetroughs.

8 inch in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c per 100 ft. O.G. Round Read Trough.

Factory Milk Cans.

Milk cans and pails, 35 p.c.
Hand delivery and creamery cans, 40 p.c.
Railways cans, 45 p.c.
Cream cans, 40 p.c.
Creamery trimmings, 75 and 12½ p.c.

Faucets.

Common, cork-lined, 35 per cent

Farrier Knives.

Buckworth, 50 p.c.

Files and Rasps. Per cent.

Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62 2-3
Jowett's (English list)	27½
Spear & Jackson (English list)	35

Forges.

Blacksmiths portable, 135 lbs.	9 85

Galvanized Ware.

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs 45 per cent.

Grindstones.

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10

Smaller sizes extra.

Hammers.

Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, ¼ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 06
Sledge, Masons, 5 lbs. and over.	0 08
Sledge, Napping, up to 2 lbs.	0 09

Harvest Tools.

50 and 5 per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

Halters (Snap and Ring).

Jute Rope, ¾-inch, per gross	8 00
" " ½-inch, per gross	10 50
" " ⅝-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1¼-inch, per doz.	5 20
Web	2 45

Sisal Halters (Snap and Ring).

⅝-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

Hinges.

Blind, discount 50 per cent.

Heavy T and strap, 4-in., 100 lb. net	7 25
Heavy T and strap, 5-in., 100 lb. net	7 00
Heavy T and strap, 6-in., 100 lb. net	6 75
Heavy T and strap, 8-in., 100 lb. net	6 50
Heavy T and strap, 10-in. and larger	6 25

Light T and strap, discount 55 p.c.
Screw hook and hinge—

under 12 in., per 100 lb.	4 00
over 12 in., per 100 lb.	3 50

Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

Hinges (Spring)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro., $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

Hooks.

Wrought iron hooks and staples—

¾ x 5, per gross	2 25
5-16 x 5, per gross	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 & 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

Horse Nails.

M.R.M. cold forged process list, 10th January, 1912.

Size	Length	Price per 25-lb. box.
Nos. 3	1⅝-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

Horseshoes.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

Horse Weights.

Taylor-Forbes, 4¼c.

Ice Cream Freezers.

White Mountain, 5c per lb.

Knives.

Hay knives, net list.
Clauss, 50 and 25 per cent.

Kitchen Enameled Ware.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial, and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 40 per cent.

Kitchen Sundries.

Asbestos mats, 50 p.c.		
Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 50	0 90
Potato mashers, wire, per doz.	0 60	0 70
" wood, per doz.	0 50	0 80
Vegetable slicers, per doz.		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30

Spiders and fry pans, 50 and 5 per cent.

Star A1 chopper, 5 to 32	1 35	4 10
" " 100 to 163	1 35	2 00
Kitchen hooks, bright		0 80

Toasters, 50 per cent.
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

Ladders.

3 to 6 feet, 12c per foot; 7 to 1 ft., 15c.
Extension ladders, 15c per foot up.

Lanterns.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast, per doz. 6 75
Lift Tubular and Hinge Plain, per doz. 5 00
Japanning, 50c per dozen extra.
Prism globes, per dozen, $1.20.
Lamp wick, 60 per cent.

Lawn Hose.

Competition grade lawn hose, 70 and 5.

Lawn Mowers.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $5.25; 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

Locks and Keys.

Canadian, 45 and 10 per cent.

Lumbermen's Supplies.

Cant hooks, dozen, from 12 00
Axes, dozen, from 6 60
Axe handles, dozen, from 1 15
Cross cut saws, per foot 0 25 0 43
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

Mallets.

Tinsmiths', 2½x5½ in., per doz.. 1 25
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 8, oak, per doz.... 15 00

Mats.

Wire door mats, standard, 16x24, doz. 9 00

Metal Polish.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in pkge 6 50

Miners Supplies.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lb., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

Mops and Ironing Boards.

Mops, per doz. 1 20 1 50
Folding ironing boards 16 25 18 00

Nails.

	Wire
1—1½ inch	3 30
1¼ inch	3 00
1½—1¾ inch	2 75
2—2¼ inch	2 65
2½—2¾ inch	2 50
3—3¼ inch	2 45
3½—4 inch	2 40
4½ inch	2 35
5, 5½, 6 inch (base)	2 30

Cut nails—Montreal, $2.40, Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

Oakum.

Plumbers....per 100 lb. 4 50

Oilers.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen..... 10 00
Davidson oilers, 40 per cent.
Tinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

Plated Goods.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 10; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

Pieced Ware.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

Planes.

Wood bench, Canadian, 40, American, 25 per cent.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

Pliers and Nippers.

Button's genuine, 37½ to 40 per cent.

Plough Lines.

Russian snap .....per gross 30 00
Indian snap ..... " 25 00

Pumps.

Berg's wing pump, 75 per cent.

Razors.	per doz.
Boker's	7 50 11 00
Boker's King Cutter	15 00
Henckel's	7 50 20 00
Gillette Safety, each	3 75

Star Safety Razor, 33 1-3 p.c.

Rope and Twine.

Sisal rope	0 09¼
Pure Manila Rope	0 13½
"British" Manila	0 10¼
Cotton, 3-16 inch and larger.....	0 24

Russia Deep Sea line, ¼ in. diam. and over, 17; under ¼ in., 18.
Jute, ⅝ and upwards, 10c; under ⅝, 10½c.

Lath yarn, single	0 08½
Lath yarn, double	0 08½
Sisel bed cord, 48 feet, per doz..	0 65
Sisel bed cord, 60 feet, per doz.	0 80
Sisel bed cord, 72 feet, per doz.	0 95

Cotton clothes line, 18 per cent. off.

Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine...	0 26
" " 4-ply twine...	0 30
Mattress twine, per lb.	0 45
Staging " "	0 35

Refrigerators.

Sanderson-Harold, 40 per cent.
Galvanized, 45 per cent.

Rivets and Burrs.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 7½ per cent.
Copper Burrs only, 22½ per cent.
Extras on Coppered Rivets, ½-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.
Tinned Rivets, net extra, 3c per lb.
Coppered Rivets, net extra, 2½c per lb.

Rivet Sets.

Canadian, 35 to 37½ per cent.

Rules.

Boxwood, No. 68, 2 foot, doz..... 1 15
Ivory, No. 1282, 2 foot, each 3 50

Sad Irons.

Mrs. Potts, No. 55, polished, per set 0 80
Mrs. Potts, No. 50, nickel-plated, per set 0 85
Mrs. Potts, handles, japanned, per gross 8 40
Common, plain 4 25
" plated 5 50
Asbestos, per set 1 50

Sand and Emery Paper.

Sand and emery paper, 40 per cent.

Sash Weights.

Sectional, 1 lb. each, per 100 lb... 2 25
Sectional, ½ lb., each, per 100 lbs 2 40
Solid, 3 to 30 lbs. 1 55

Sash Cord.

No. 8, per lb. 0 33

Saws.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

Saw Sets.

Canadian discount, 40 per cent.

Screen Doors and Windows	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

Scales.

Gurney Standard, 35; Champion, 50 per cent.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45. Weigh Beams, 30.

Scythe Snaths.

Canadian, 40 per cent.

Screws.	Per cent.
Wood F.H., bright and steel...85 10 12½	
" R.H., bright 80 10 12½	
" F.H., brass 75 10 12½	
" R.H., brass 70 10 12½	
" F.H., bronze 70 10 12½	
" R.H., bronze 65 10 12½	
Drive screws 85 10 12½	
Set, case hardened 60	
Square cap ..... 50 and 05	
Hexagon cap 45	
Bench, wood, per doz.	$5 00
" iron, per doz.	4 25

Screws (Machine).

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 p.c.

Screw Drivers.

Sargent's, per dozen 0 65 1 00
North Bros., No. 30, per doz. 16 80

Scissors and Shears.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

Shelf Brackets.

No. 140, 65 and 10 per cent.

Skates and Hockey Sticks.

Starr skates, 37½ per cent.
Boker, hockey, 30c upwards; spring
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks, net, $1.50.

Shovels and Spades.

Canadian No. 1 grade, 60 and 2½ p.c. off; No. 2 grade, 55 and 2½ p.c. off; No. 4 grade, 45 and 5 p.c. off.
Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ per cent.

Scoops.

Grade 1, 2, 3, 50 and 5 per cent. off.
Grade 4, 50 per cent. off.

Squares.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

Snaps.

Harness, 25 per cent.

Soldering Irons.

Base, per lb., 28 cents.

Stamped Ware.

Plain, 75 and 12½ per cent.
Retinned, 75 and 5 per cent.
Tinners' trimmings, 75 and 5 p.c.

Sap Spouts.

Bronzed iron with hooks, per 1,000 7 50
Eureka tinned steel, hooks, per 1,000 ..... 8 00

Staples.

Poultry netting, 100 lbs. 5 70
Red, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 0 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

Stable Fittings.

Dennis Wire & Iron Co., 33 1-3 p.c.

Stove Boards.

Lithographed, 60 and 10.

Stovepipes.

5 and 6 inch, per 100 lengths..... 7 62
7 inch, per 100 lengths 8 18
Nestable, 40 per cent.

Stovepipe Elbows.

5 and 6-inch, common, per doz... 1 22
7-inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, 70 per cent.

Stocks and Dies.

No. 20 Beaver Die Stock 18 75

Stones—Oil and Scythe.

Washita .....per lb.		0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	....	0 10
Deer Creek	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 12
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe .....per gross		3 50	5 00

Tacks, Brads, Etc.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¾ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 55 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

Tape Lines.

Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., ea. 0 94
" steel, No. 264, 66 ft., each 3 50
Chesterman's linen, No. 1822, 66 ft. each 1 10
Chesterman's Metallic, No. 1821.. 1 95
" Steel, No. 1840, 50 ft.. ....

Trowels.

Disston's, 10 per cent.

Thermometers.

Tin case and dairy, 75 to 75 and 10 p.c.

Tinners' Snips.

Discount 35 per cent.

Tinners' Trimmings.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

Traps (Steel Game).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

Traps (Rat and Mouse)	Doz.
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

Vises.

Per pound 0 12 0 12¾
Hinged pipe vise, 25 lbs..... .... 3 55
Saw vise 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

Washing Machines.

New Ontario 41 25
Round, re-acting, per doz. 81 25
Square, re-acting, per doz. 77 50
Dowswell 52 50
New Century, Style A 101 25
Ideal Power 180 00
Daisy 73 25
Stephenson 74 00
Puritan Motor 165 00
Connor, improved 52 50
Ottawa 55 00
Connor Ball Bearing 112 50
Connor Gearless Motor Washer... 180 00
20 per cent.

Wringers.

Royal Canadian, 11 in., doz. 47 75
Eze, 10 in., per doz. 46 75
Bicycle, 11 inch 60 50
Trojan, 12 inch 100 00
Challenge, 3 year, 11 inch 53 25
Ottawa, 3 year, 11 inch 58 25
Favorite, 5 year, 11 inch 61 75
20 per cent.

Wheelbarrows.

Navvy, steel wheel, dozen 21 20
Garden, steel wheel, dozen 32 40

Whiffletrees.

Tubular steel whiffletrees, 28 in...			0 70
" " " 34 in...			1 00
" " " 36 in...			1 25
" " neckyokes, 36 in....			1 05
" " doubletrees, 40 in..			0 95
" " lumbermens, 44 in..			1 15

Wood Handles.

Second growth ash fork, hoe, rake and shovel handles, 40 per cent.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Carriage neckyokes and whiffletrees, ash 35, hickory, 40 per cent.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 per cent.
All other ash goods, 40 per cent.
All hickory, maple and oak goods, 35 per cent.

Wrenches.

Agricultural, 67½ per cent.

Wrought Iron Washers.

Canadian, 50 per cent.

WINNIPEG HARDWARE QUOTATIONS.

Ax Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

Augur Bits—"Irwin" bits, 47½; other lines, 70 and 10 per cent.

Barb Wire—Lyman 4 pt., $1.86 f.o.b. Fort William; $2.26 per spool of 80 rods f.o.b. Winnipeg; Guidden 2 pt., $1.74 f.o.b. Fort William; $2.12 per spool of 80 rods f.o.b. Winnipeg; Baker 2 pt., $1.73 f.o.b. Winnipeg; Waukegan 2 pt., $1.74 f.o.b. Fort William; $2.12 per spool f.o.b. Winnipeg; Alberta 2 pt., $1.73 f.o.b. Fort William, $2.05 per spool f.o.b. Winnipeg; American special, 2 pt., $1.45 f.o.b. Fort William; $1.73 per spool f.o.b. Winnipeg; plain twist, $2.80 f.o.b. Fort William, $3.20 per 100 lbs., f.o.b. Winnipeg; coil spring wire, No. 9, $2.07 per 100 lbs., Fort William; $2.50 at Winnipeg.

Bolts—Carriage, ⅝ and smaller, 65; 7-16 and larger, 55; machine, ⅝ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3 small lots, 2½; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—$3.15 per keg base. Wire nails, base, $2.80 Winnipeg; $2.35 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.
Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates—Half-polish, 6 and 7-inch, $3.50; 8-inch, $3.75; full polish, 6 and 7-inch, $4.35; 8-inch, $4.60.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

Galvanized iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾ oz., $4.80; Queen's Head, 20, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware—37½ per cent.
Grindstones—Per 100 lb., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35, No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

Harvest Tools—50, 5 and 5 per cent.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe—Black, ¼, $2.35; ⅜, $2.70; ½, $3.25; ¾, $3.80; 1 in., $5.55; 1¼, $7.55; 1½, $9.00; 2 in., $11.45; 2½, $18.25; 3 in., $24.00; 3½, $31.50; 4, $36.00; 4½, $40.75; 5 in., $45.45; 6 in., $58.90.

Galvanized Pipe—¼, $3.25; ⅜, $3.35; ½, $4.30; ¾, $5.15; 1 in., $7.40; 1¼, $10.00; 1½, $12.00; 2 inches, $15.50.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting—67½ per cent.

Pig Lead—$6. Lead Pipe—Full coil, $7.00 per cwt.; cut coil, $8.00 per cwt.

Lead Waste—$7.00.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 9¼c; Pure Manila, 13½c; British Manila, 10¼c; lath yarn, 9c.

Staples—Bright wire, $2.50 f.o.b. Fort William; $2.90, Winnipeg.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ per cent.; No. 3, No. 4, 50 and 2½ per cent.; No. 1 scoops, 50 and 5 per cent.; all other grades, 45 and 5 per cent.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $32 per cwt.

Screws—Bright iron round head, 82½ and 10 p.c.; flat head, 87½ and 10 per cent.; round head, brass, 72½ and 10 per cent.; flat head, brass, 77½ and 10 per cent.; coach, 65 per cent.

Staples—Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

Linseed Oil—Raw, per gal., $1.06; boiled, per gal., $1.08.

Turpentine—Per gal., barrel lots, 80c.

Dry Colors—White lead in ton lots, decorators' pure $8.00; decorators' special, $7.50; in small lots advance price 25 cents per cwt.; red lead, kegs, $6.50; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxides, in casks, 3½c; less quantities, 4c per lb.

Putty—Casks, $2.90 per cwt.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

Paris Green—22 cents per 112-lb.
Paris Green—21½ cents per 112-lb.

GUNS RIFLES AMMUNITION

By giving special attention to this department, stocking the latest products of leading makers and keeping on hand a very large quantity of goods, enabling us to make prompt shipments we have built up a large business. We satisfy a lot of customers. We can satisfy you.

Guns

Webley & Scott, Newman, Fox, Iver Johnson, Harrington & Richardson.

Rifles

Winchester, Marlin, Ross, Mauser, Standard, Savage, Hamilton, Stevens.

Ammunition

Dominion, Kynoch, Winchester..

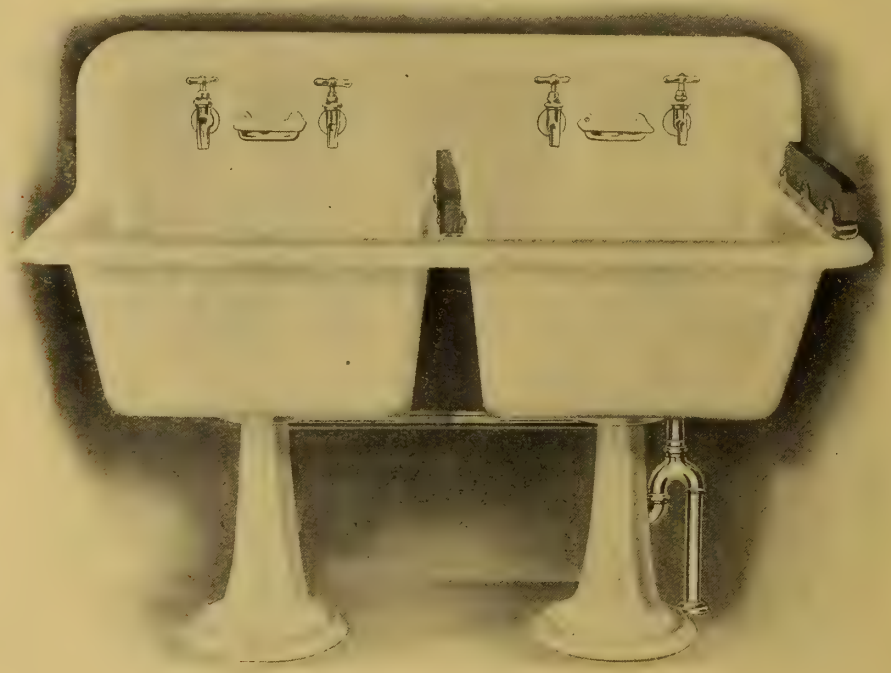
W. H. THORNE & CO., Limited

ST. JOHN, N. B.

Beaver Brand

Cast Iron Enameled Ware

Unsurpassed for Pure Whiteness of Color, Attractiveness of Design, Finish and Durability.



The above cut shows one of our latest patterns in Porcelain Enameled two-section Laundry Tub, with Roll Rim and High Back, cast in one piece. Complete with Two Wringer Holders and Nickel Plated Fittings.

This fixture is only one of our complete line of Enameled Sinks, Baths, Lavatories, Laundry Tubs, Range Closets, etc.

We have always aimed at turning out a first class line of Enameled Ware, at a moderate price, and our success is evident by the appreciation of our many customers and by our increasing trade. We are continually adding new patterns to keep our line up to the changing demands of the trade. Our guarantee goes with all our goods.

"BEAVER BRAND" goods are stocked by the best dealers from the Atlantic to the Pacific. Order from your nearest jobber and you will get the best there is on the market.

Write our nearest agency for a copy of our Catalogue "D," pocket edition.

We are exhibiting at the Toronto Exposition and will be pleased to show our goods to one and all.

Amherst Foundry Co., Limited

General Offices and Factory: Amherst, Nova Scotia

AGENCIES:

ONTARIO:
Monarch Brass Mfg. Co.,
178 Victoria St., Toronto

MANITOBA and NORTHWEST:
E. B. Plewes,
120 Lombard St., Winnipeg

BRITISH COLUMBIA:
A. O. Campbell,
864 Cambie St., Vancouver



"ROYAL"
Syphon Action, Wash-Down Combination

WE HAVE YET TO SEE

any Low Cistern Combination that is any better in every detail than the "Royal"



"ROYAL" 05
Twin Syphon Jet Combination

THE "ROYAL" GIVES NO TROUBLE



"ROYAL" A-1
Syphon Action, Wash-Down Combination

and we know they last longer than any Water Closet Combination in the market and are "Fit for any Bath Room."

You may have had trouble with other tank combinations, but not with the "Royal." They are almost noiseless in operation and perfectly sanitary.

We can quote you an attractive price delivered in your town.



"ROYAL" 08—Automatic Combination

T. McAVITY & SONS, Limited

MONTREAL
WINNIPEG

ST. JOHN, N. B.

LETHBRIDGE
VANCOUVER

Link These Two Profit-Makers To *Your* Business

Give your paint business a chance—then watch it grow

Awaken to its importance. Recognize it as one of your best departments—not an incidental sideline. See that your stock is kept replete with a brand that your customers *continue to call for.* Do not experiment, sell the paints that are the best that brains, money, and 100 years of paint making can produce.

SCOTIA R.M. PAINTS

(Made in Aberdeen, Scotland)

The true preservative. They bear the brunt of wear and weather—form a tough, durable surface that keeps out all destructive influences, and retain their brilliancy. Their surface covering capacity and lasting qualities make them economical.

We ask those who have not sold or used them to give them a trial, and **we will accept your decision,** as to whether you have ever received better satisfaction from a Ready Mixed Paint.

Sold in 1, 2, and 4 lb. Tins; ½ and 1 Gal. Cans.

CAN WE MAIL YOU A COLOR CARD?

The word "Quality" means more in Plumb's Tools

Blacksmiths' and Miners' Tools
R. R. Construction Tools

Hammers	**Edge Tools**
Sledges	**Grub Hoes**
Picks	**Mattocks**

These Tools are manufactured by Fayette R. Plumb, Inc., of Philadelphia and St. Louis, Mo., and represent the cumulative experience of 55 years of good Tool making.

Every Tool is guaranteed by the makers, who feel so fully responsible for it that they give all dealers authority "to replace at their expense any Tool which breaks from any defect in materials or workmanship."

Introduce them to your customers. They almost sell themselves. Every Mechanic knows a Tool should be designed to "swing true" and on "hefting" a PLUMB TOOL he finds it squares itself to his experience.

Quality Like This Should be on Your Shelves.

SOLE AGENTS FOR THE MARITIME PROVINCES:

WM. STAIRS, SON & MORROW, Limited

1810 **HALIFAX, N.S.** **1912**

Eastern Canada's Supply House

Maritime Nail Co.

LIMITED

Head Office and Factory, St. John, N.B.

Warehouses—Quebec, Montreal, Halifax

MANUFACTURERS OF

Monarch Brand

WIRE NAILS

Common and Spikes
Special
Galvanized
Barbed Car Nails

WIRE

Bright Tinners'
Coiled Annealed
Cut in Lengths, Hay and Bale Ties

CAPEWELL HORSE NAILS

More Capewell Horse Nails used in America than any three other brands

Write us for information



View of Truro, N.S., the Convention Town—Bird's Eye View Looking North-East.



A Pretty Scene in Truro From the East—Symptoms of Good Agricultural Land Are Here.

Strong Maritime Business Men Unite

Annual Convention at Truro, N.S., of Boards of Trade of Provinces Down by the Sea—Questions affecting the Transportation Facilities of the Maritimes Among the Most Prominent—Cable Service to Prince Edward Island—Change Wanted in Militia Act Respecting Strikes—The Immigration Problem.

Special Staff Correspondence.

Truro, N.S., Aug. 27.—Fine weather greeted the nineteenth annual meeting of the Maritime Board of Trade which met in the Municipal buildings at Truro, Aug. 21-22. There was a decided rejuvenation of life in the Board in evidence. New delegates were present from various parts of the Provinces and the discussions were notable and interesting from a National as well as Maritime standpoint.

Dr. Dunbar, president, called the meeting to order at 11 o'clock, and reports from committees were heard first. He delivered a short address in which he regretted the absence of Mayor Stewart who was attending a Municipal convention at Antigonish. He referred to the beauties of the town, its attractions which would be seen by a drive about the place and surroundings. Industries were being attracted and Truro was going ahead. He again thanked the Board for the honor conferred upon him and officially welcomed the delegates to Truro.

The roll call showed a splendid representation of delegates.

The president then suggested that a committee should be appointed to arrange the order of subjects. Regrets were read from a number of prominent politicians and members of parliament, including Premier Fleming, of New Brunswick; also Premier Murray, of Nova Scotia. In all the letters, kind wishes were expressed for the meeting and comment made upon the many interesting subjects on the list.

British Manufacturers Visit.

A letter was read from W. Leonard Palmer of the Financial News of London and Paris who recently toured Canada with a party of British manufacturers in which he enclosed excerpts from most flattering opinions of the Maritime Provinces sent him by the manufacturers who had returned to the Old Land.

Mr. Palmer's letter was a follows:

Chairman, Maritime Board of Trade,
Truro, N.S.

Dear Sir:—

I am enclosing you some brief opinions upon the Maritime Provinces which I obtained from some of the members of the above party. Possibly you have already seen these as I forwarded same to the leading newspapers in N.S., and N.B., but they are of particular interest: inasmuch as they bear out and endorse all that I have personally said about the Maritime Provinces. I had hoped to have been able to visit Truro whilst your meeting was on, but regret to say it is not possible I trust however, that your convention will have the best possible results, and that from your discussions will emanate a plan or plans by which to bring the Maritime Provinces into that prominence which their great natural wealth, their infinite variety, their well established order of social, educational and other conditions warrant. I am not, as no doubt you know, one of those who believe that the comparative slow progress of the Maritime Provinces is due to a backwardness on the part of the people. Before forming such a hasty and harsh judgment as that people should become acquainted with the manifold causes which for some years past have been allied and determined to draw valuable human material away from and past Nova Scotia and New Brunswick.

Movement to Western Canada.

Previous to the opening up of the Great West, Canada was practically unknown to the outside world. It attracted few settlers and could invite little capital, and ever since the West was opened the movement there has been so pronounced that Eastern Canada has received no publicity whatever, and in addition to this, the lure of the West has been a serious drag upon your own progress and a drain upon your population. Notwithstanding this, however, the people of the Maritime provinces have more than held their own, whilst they have also contributed great sums of money towards the upbuilding of the West, to the railways, the cities and other public and private works. They have also contributed many of Canada's leading men to the Dominion, and in every part of the country, they are now to be found at the head of affairs. With so much of their energy, capital and human material expended in all and any directions but their own provinces, it is a great wonder that the Maritime Provinces should now be in so sound and satisfactory a state as they are. Considering all the difficulties you have had to face, and considering the killing apathy and pessimism which at times seems to have pervaded the whole provinces, the people of N.S., N.B., and P.E.I. are certainly to be congratulated upon their position to-day.

Awakening Day at Hand.

I earnestly believe that the day of awakening to the true value and opportunities of the Maritime Provinces of Canada is close at hand. All that is required is a more energetic movement on the part of those provinces to acquaint the outside world with what they have down there. In Great Britain the Maritime Provinces are practically unknown and unheard of, and the fault of

that, mind you, does not rest with us. If our people were informed of the true state of affairs in N.S. and N.B., I am convinced that you could obtain all the settlers you want ,and with the settlers would come the capital, or at any rate it would follow. In addition to taking adequate steps toward acquainting the people of Great Britain and other countries as to the opportunities existing in the Maritime Provinces it seems to me that a certain amount of reform will have to come from within. For instance it's no good inviting people to come and settle in the country if your own people are leaving it. Steps should be taken to keep your own population satisfied. Then you can hardly expect to interest outside capital in your country while you are yourselves sending your money out West instead of investing it and using it to build up your own provinces. Money attracts money, and every cent that leaves your provincial borders makes it harder to bring in money from outside.

Splendid Natural Resources.

The position of the Maritime Provinces is so unique. You have such ready access to all the great centres of civilization. You have such stores of natural wealth, such ports, such industrial opportunities, and so good a climate that were these things made known, nothing could prevent your rapid rise into a great and prosperous country. Already there seems to be an impression growing abroad that the Maritime Provinces will very shortly come into their own. I believe that this is so, and therefore it rests with such men as are gathered together at your conference to hasten the awakening. It is after all, upon the commercial men of the country that the burden of progress rests and must rest, for at no time in the history of the world did any great progressive work or movement emanate from the agricultural classes. It is for you gentlemen therefore who represent the business men of the Provinces to point out and lead the way to that great awakening of industrial commercial and agricultural progress which must inevitably be seen in the Maritime Provinces of Canada. In this you have my most sincere good wishes.

W. LEONARD PALMER.

REPORT OF THE SECRETARY.

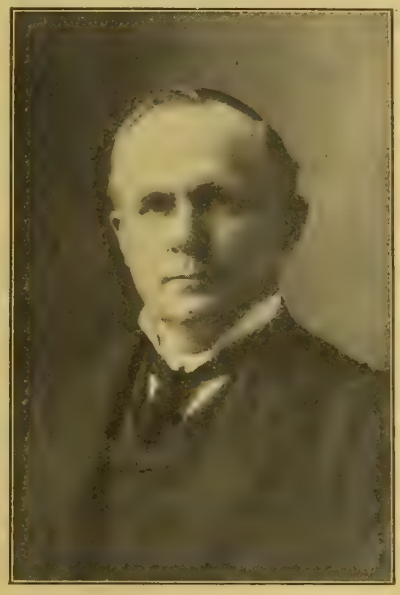
While the committee on subjects was out, the secretary's report was read as follows:—

To the President and Members of the Maritime Board of Trade:—

The annual meeting held at Moncton, August 16th and 17th, 1911, despite rather unfavorable weather conditions, was a successful gathering, with fifty-five delegates in attendance. After three interesting sessions the delegates were taken by the members of the Moncton Board to the gas and oil wells at McLatchey's, Albert Co., where a demonstration of the force and quantity of gas developed was given.

On the return of the party the members were entertained at a luncheon given on the grunds of Matthew Lodge, Esq., by the Moncton Board which proved to be a very agreeable and pleasing function.

A committee to memorialize the local governments of the Maritime Provinces on the matter of Maritime Union was instructed to be appointed and it was anticipated that the delegates from each province would meet and name their representation on this committee but this was found to be impracticable, and nominations were made after correspondence as follows:



MATTHEW LODGE, Moncton, N.B., Elected President Maritime Board of Trade at annual meeting.

NOVA SCOTIA.—R. V. Harris, Halifax; H. J. Logan, Amherst; A. M. Bell, Halifax; C. E. Bentley, Truro.

NEW BRUNSWICK.—J. M. B. Barker, St. John; R. W. Hewson, Moncton; C. W. Ketchum, Woodstock; W. B. Snowball, Chatham.

PRINCE EDWARD ISLAND.—Jas. Paton and J. P. Gordon, Charlottetown; Capt. Read, Summerside; G. A. Thompson, Montague.

To Influence Legislation.

Committees were appointed to watch legislation in the several Local Houses and Dominion Parliament on matters with respect to Immigration and other subjects which had been discussed by this Board, as under:

NOVA SCOTIA.—Local House—A. M. Bell, Halifax; E. K. Spinney, Yarmouth; H. J. Logan, Amherst. Dominion Parliament—G. E. Faulkner, Halifax.

NEW BRUNSWICK.—Local House—Geo. Watt, Chatham; W. F. Humphrey, Montcalm; E. A. McCurdy, Newcastle. Dominion Parliament—J. E. Masters, Moncton.

PRINCE EDWARD ISLAND.—Local House—W. Stewart, Summerside; E. T. Higgs, Charlottetown; G. A. Thompson, Montague. Dominion Parliament—Horace Haszard, Charlottetown.

On the 12th December last a circular was sent to all the Boards calling attention to a notice given by E. N. Rhodes, M. P. for Cumberland Co., N. S., on Immigration, along the lines of the resolution passed by this Board on that subject, and asking that the several Boards pass resolutions in support of Mr. Rhodes' motion, and send copies of same to him in order to strengthen his hands in the good work.

Canadian Grocer Copies Distributed.

Five hundred copies of The Canadian Grocer containing a full account of the Annual Meeting were distributed to the Boards in the month of September. This Board is under a debt of obligation to the McLean Publishing Co. for its very full report yearly of its proceedings.

Un-affiliated Boards.

Invitations to become affiliated with this board have been given the Sydney, New Glasgow, Sussex and Fredericton Boards of Trade, but without response.

Finances.

A number of the Boards failed to remit their per capita rate, and are still in arrears for the year 1910-1911 with the result that there is an empty treasury. They have been twice written to but without result.

Present Meeting.

On the suggestion of Mr. Saunders, secretary of the Halifax Board, I wrote Richard Grigg, Commissioner of Commerce, inviting him to attend and address the members on the new statistical branch of the Dept. of Trade and Commerce which it is proposed to establish to deal with Inter-province Trade as well as Foreign, and for which he desires to enlist the assistance of the Local Boards of Trade.

He regrets that pressure of work at Ottawa prevents his being present at this meeting.

I also wrote M. D. Coolen, secretary of Trades and Labor Council, Halifax, inviting that body to send a delegate to this Board to take part in the discussion of the subject—Workman's Compensation Act—suggested by the Halifax Board; and have received a reply stating they will endeavor to send a representative.

Invitations to Members of Parliament and of Houses of Assembly.

In accordance with the resolution passed at the last meeting invitations have been sent to the Dominion members and the members of each of the Legislative

Assemblies to be present at this meeting and assist at its deliberations.

All of which is respectfully submitted.

Yours truly,

T. WILLIAMS, Secretary.

Moved by Wm. Yould and seconded by C. E. Bentley. In seconding the resolution, Mr. Bentley wished that a vote should be included, thanking Mr. Williams for his most exhaustive and interesting report. (Carried.)

Mr. Williams in thanking the Board told them how many discouragments had been met and referred especially to one thriving city not far away.

Instead of the President giving his address then, it was decided to adjourn until 2 p. m.

Prior to adjourning the committee reported a revision of the subjects and it was moved by Captain Read, seconded by Mr. McKenzie, that it be adopted. (Carried.)

WEDNESDAY AFTERNOON SESSION

Address of the President.

Promptly at 2 P.M., the meeting reassembled and was opened by the annual address of the president D. Dunbar. He spoke as follows:—

Members of the Maritime Board of Trade,

Gentlemen:

"On behalf of the town of Truro, and the Truro Board of Trade, I extend to you our heartiest welcome, and hope that your brief visit here will be of pleasure to you individually and productive of future prosperity for the business interests of the various towns which you have the honor to represent.

"The programme tells you the object of a meeting here together, on the 18th anniversary of the Maritime Board of Trade. The subjects for discussion are of the utmost importance to the welfare of the Maritime Provinces.

Good Results Achieved.

"Last year's discussion of the various matters affecting these Provinces resulted in much good, and with your permission, I will review them:

"1. INSPETION OF FARM PRODUCTS:—The inspection of fruits for export trade is becoming more thorough. the Dominion Government is disposed to punish parties who attempt to evade the provisions of the Act; but the inspection of articles for local consumption is a matter for the Provincial authorities, and they do not appear to be willing to incur the expenditure incident to such inspection.

"2. GOOD ROADS:—The several provincial Governments claim to be doing all that is possible with the funds at their disposal; it is a matter of regret that the bill brought down during the last session of the Federal House by the Government for the improvement of our highways was defeated, as the construction and maintenance of a few first class leading roads through the provinces would not only relieve the Provincial Government of that expenditure and thus provide more funds for the by-roads; but they would prove such object lessons, to the farmer and others of the advantages of good roads, as must lead to a willingness to submit to the taxation necessary for the same. I feel this is a question that should receive your most favorable consideration. The advantages of good roads are many and need not be enumerated here.

"The Maritime Provinces would stand to gain far more than the cost of a national highway through increase of tourist travel as well as being an incentive for the making of other roads. Until we get a little of the Western spirit of enthusiasm and confidence in the future of our provinces, it need not surprise us if immigrants pass us by, and our sons and our daughters turn their backs to the old homesteads and seek their fortunes in the land of the setting sun.



E. T. HIGGS, Charlottetown, P.E.I., Elected to the position of First Vice-President.

Trade with West Indies.

"3. BETTER TRADE RELATIONS WITH CUBA AND THE WEST INDIA ISLANDS: — The negotiations of the Honorable Minister of Trade and Commerce of Canada with the leading British West India Islands and the adoption of preferential duties is being followed by negotiations with the Canadian Pacific Railway with respect to an improved steamship service with the West Indies. If these negotiations are called to a successful issue, a service similar to that of the Canadian Pacific Railway Company's service elsewhere may be looked for and the business both passenger and freight popularized.

"4. MARITIME UNION:—A committee was appointed in accordance with last year's resolutions, but little has been done. It is doubtful if it is advisable to move just at the present time, but the committee should be continued, so as to take advantage of the auspicious moment, when public opinion will be aroused in the Maritime Provinces, on the introduction of a new redistribution Act in the Dominion house with the loss of influence at Ottawa which must ensue from the loss of some five or six seats to the lower provinces; and the necessity of Maritime Union is thus emphasized:—

Getting More Desirable Settlers.

"5. ADVERTISING THE MARITIME PROVINCES:—During the past year there has been a closer co-operation between the immigration departments of the Dominion and the Lower Provinces. A more determined effort has been made to induce desirable settlers to remain in these Provinces, and the effort has met with greater success than formerly. There is room for more practical work along these lines. The question is a live one, and I trust we may see even greater results during the coming year. The visit of the body of capitalists from Great Britain arranged by the Financial News of London, England, has enlisted the interests of a large body of people on the other side, in these Provinces. How best to co-operate with Mr. Palmer and his associates in reaping the benefit that should accrue from such a visit is a matter that should exercise the minds of the several boards.

"6. FOREST PROTECTION: — The Provinces of Nova Scotia and New Brunswick appear to be alive to the necessity of the perservation of our timber resources and both have a system of fire protection which if carried out would diminish to a great extent the annual loss from fire. That step is good, but so far we have taken no steps to conserve our forests. Fire and indiscriminate cutting by the lumbermen are fast depleting our forests. We should be looking to the future and making some effort to preserve this part of our natural resources. In Germany they have legislation to conserve the forests and no one can ruthlessly cut down trees without replanting a certain percentage. By this their future supply is assured.

Need of Commercial Education.

"7. EDUCATION:—It has been said, I think, truly, that the bulwark of a nation is not its army or its dreadnaughts, but its commerce. It therefore behooves us to insure the education of future generations along commercial lines. To do this, it seems to me, that a change in our educational system is necessary. The present system meets the requirements for a professional education, but falls short when tried by the square of commercial efficiency. It would be justifiable to supersede some of the branches taught in our schools by a more thorough

training which would enable the young man to enter upon the activities of a business career without a handicap. By a business career, I mean, farming, mining, and any other occupation whereby a man must make his way in competition with the world.

"8. LOCAL BOARDS:—I would like to urge upon you the necessity of the local boards keeping alive during the year and would ask you to assist the officers of the Maritime Board in so far as to have your subjects for discussion sent to the secretary early, thus enabling him at an early date to map out the programme for the ensuing Maritime meeting.

Where Maritime People Lead.

"Gentlemen, I feel that we as a Maritime people have a wonderful heritage, I would take you for a moment back to ancient history, when that wise ruler Solomon traded with that Maritime nation the Phoenicians, he brought back the gold of Ophir.

"The first Colonizers were Maritime people. The first masters of the seas were Maritime, as is likewise the mistress of the seas to-day, and when you read of progressive people you will note that they were men who went down to the sea in ships and beheld the mysteries of the Creator in the deep. I feel I am not extravagant when I say that considering our geographical situation we should one day rule the commercial world. Our three provinces are a Trinity a (three in one) with a multiplicity of resources which should easily enable us to lead all Canada in the industrial race. We have coal in Nova Scotia, petroleum in New Brunswick, and in the fertile garden of the Gulf of P.E.I. enough food stuffs could be raised to feed all three, and which when the car ferry is established will be more than ever closely linked with her sister provinces.

"I feel that we can well afford to be optimistic about the future. Our destiny is in our own keeping. God has bountifully endowed us with everything wherewith to achieve commercial greatness. Our harbors are the finest in the world and are so situated that the ocean's path from here, and there, to everywhere, is via the Maritime Provinces. We, as the Maritime people, have a record for stability and honesty; let us make use of the good things, Providence has placed within our grasp and achieve the distinction of being progressive, as well.

"In conclusion gentlemen, I would thank you for electing me to this honorable position, and again express the wish that our deliberations here, may be productive of measures that will advance the interests of our fair provinces."

Great applause greeted the president and the report was adopted on motion of E. A. Saunders, seconded by A. M. Bell.

Heated Cars Wanted.

Mr. Fawcett took up the question embodied in the Sackville, N.B., subject, namely, that the railways should furnish heated cars when required, for the protection from frost of potatoes and other perishable freight. He pointed out that the I.C.R. should employ heated cars. He had lost a great deal in potato shipping last winter. He had tried his best with the railway authorities at Moncton, and had received lots of promises, but no tangible thing had been done. Many successful trips of perishable goods on the C.P.R. and other railways were detailed. He felt that if the Maritime Board would help, a change could be accomplished.



DR. DUNBAR, Truro, N.S.,
The Retiring President of the Board.

An Absence of M.P.'s.

Captain Read, in seconding the resolution, spoke of his potato shipping experience. He believed that properly heated cars would benefit everyone in commercial occupations. There was some excuse for the I.C.R. not having these cars, as they were a new idea. Last year potatoes were shipped in car loads to Cobalt, and in some cases were delivered there at a temperature of thirty degrees below zero. He regretted that so few members of parliament were present. Surely the Federal members should see the need of being at these meetings. They would do better to listen to these deliberations than to be sitting around the Russell House in Ottawa.

K. J. Mackenzie suggested that some of these men interested should be chosen a committee to call upon the Government, which would force this resolution into active life.

The resolution was put and carried unanimously.

A Question of Standards.

The Moncton resolution as follows was taken up by M. Lodge:—

"Whereas the Eastern terminus of the Transcontinental Railway is at Moncton, N. B., and

"Whereas the present route of the Transcontinental Railway between Moncton and the Atlantic Seaboard prevents the securing of the standard grades of the said National Transcontinental Railway, and

"Whereas it is necessary in order to secure a truly Transcontinental Railway that such standard grades should be provided,

"THEREFORE RESOLVED, that this Maritime Board of Trade call upon the Government of Canada to complete, with the least possible delay, a double track of the Intercolonial Railway between Moncton and the Atlantic Seaboard, and, it is necesary in order to secure the said standard grades that the second line be built through territory not now traversed by the present track of the Intercolonial Railway."

Mr. Lodge continued: "In presenting the foregoing resolution, I wish to state that I approach the subject with a great deal of diffidence. It is my opinion that the question of Railways and their extensions in the Maritime Provinces should have been brought to the attention of this Board and discussed by a railroad engineer or some practical railway man. Therefore, you must bear with me if I, in my remarks, do not keep very closely to engineering facts. It is my purpose to frankly place the matter before you on the broader basis of railway extension and development of the Maritime Provinces.

"When our Board of Trade decided that this subject was to be handled by me, I immediately sought the best information possible on the different routes. I found an article contributed in April of this year with a sketch plan of the route from Moncton to Halifax Harbor independent of the main line of the I. C. R. We find on this plan a line drawn from Moncton to Pugwash Junction. Then the Short Line of the I. C. R. is used from Pugwash Junction to Scotsburn, and then a direct line across country from Scotsburn to Glengary, from Glengary to Deans, from Deans to Dartmouth.

From Moncton to Dartmouth.

"So far as I can learn, there has never been any survey made of this route, and the information I have is very general. Whether it is possible to obtain a 4-10 grade going east and a 6-10 grade west is at the present time unknown to anybody.

"The distance from Moncton to Dartmouth by this route it is stated, is 10 to 20 miles longer than the present I. C. R. route. I find this statement in the article above mentioned, but said article is so full of generalities that I think the distance of '10 to 20 miles longer' must be accepted as an approximation. The writer of this article states the gradients will be about one per cent. For a few miles out of Dartmouth the line is rough, but when the Musquodoboit is reached the gradients are exceedingly easy.

"In fact, the same general statement is made in regard to the whole line from Dartmouth to Painsec Junction.

"We must ever keep before us the fact that a one per cent. grade is no longer of any use in the extension of the great Transcontinental roads to the sea; so future railway building in the Maritime Provinces must be discussed along the line of a 4-10 grade going east and 6-10 west, and no difference what projects or routes promoters may have in mind, it behooves the Maritime Board of Trade to interdict any route which does not come up to the standard. So far, it has not been shown that this proposed route is any better having regard to grades than the present Intercolonial. The distance is greater, and another objection I fear is that it does not at any point touch the towns of Dorchester, Sackville, Amherst, Springhill, Oxford, Truro, Pictou or New Glasgow. Still, possibly that would not in any way interfere with this route being carried through, provided it were the only route upon which a 4-10 grade could be secured from Moncton to Halifax.

The Plan Originally Suggested.

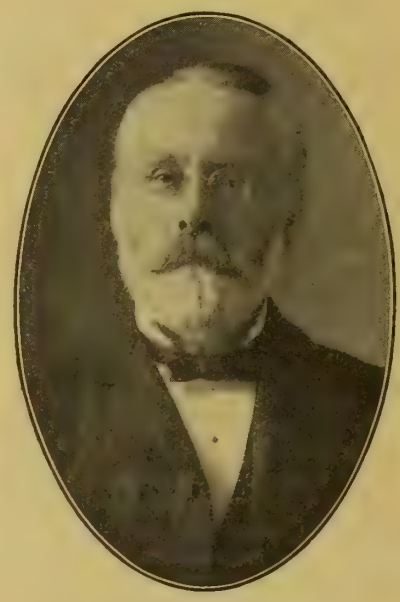
"When this route was first projected some years ago by the late Hon. B. F. Pearson and others, we believe it was their idea to carry it through to County Harbor, and if that were the port sought and not Halifax, then the greater reason for having the survey made immediately. This may not sound good to our Halifax friends, but there are people who believe that County Harbor may some day become one of the great Atlantic ports. However, I am not here to advocate any particular port or route, only to try and show you in my feeble way why we should have better railway facilities than the present to connect with the Atlantic Seaboard.

"I am indebted to James Taylor, C.E., for a map showing the grades of the Intercolonial Railway from Moncton to Halifax, and for all information regarding grades, etc. For your information I may say that from Oxford Junction to Debert you have a full one per cent. grade both ways, and much more at some points. One engineer says that the line can be double tracked from Moncton to Halifax giving practically a 4-10 grade going east and 6-10 west with only ten miles where they would have to use a pusher over the Cobequid Mountains, and I have the highest respect for this engineer's judgment. But a ten mile pusher is a great obstacle, and would not make the double tracking of the I. C. R. from Debert to Oxford Junction feasable, in my opinion.

"Another engineer informs me that instead of ten miles there would be nearer thirty miles where they would require a pusher. Certainly a glance at this map from Athol Station to Belmont shows that the whole line must be reduced and practically rebuilt to get any way near the grade required for the great Transcontinental roads.

Another Route Necessary.

"From Dorchester to Sackville the present grade can be avoided by building a loop which will make the road



T. WILLIAMS, Moncton, N.B.,
The Permanent Secretary, who presented an exhaustive report.

three miles longer between these two points. So the fact still stares us in the face that we must needs have some way of reaching the Atlantic Seaboard from Moncton other than the present Intercolonial Railway, and the Resolution suggests another route.

"If you will look at the map I will point out to you a survey that has already been completed under the direction of Jas. Taylor and other engineers, and this route will give a 4-10 grade going east to Truro and a 6-10 west, utilizing the present Intercolonial Railway as far as Amherst or Athol Station, a portion of the Cumberland Coal & Railway Company's road from Newville near Halfway River Lake, to a point a few miles outside of Parrsboro, where the road strikes east for Five Islands, and thence to Truro. The one fly in our ointment in regard to this route is the Garrish Mountain between Five Islands and Lower Economy. At this point there will have to be a tunnel of one mile, which is not a serious objection when compared to even ten miles of a pusher grade. This tunnel may be avoided by a diversion around the shore. Engineers say it is possible, but the survey is not yet made.

"I find two surveys from Amherst to Newville, one, as we said before, takes the I. C. R. as far as Athol, and the other goes from Amherst direct across Amherst Point, crossing the Nappan River at what is known as 'The Point,' thence to River Herbert traversing up the River Herbert to Newville where it touches the Cumberland Railway & Coal Co.'s line.

The Bridge Objection.

"An objection to this latter proposal is the big bridge over the Nappan River. Competent engineers have estimated that this bridge would cost about $400,000. This, however, is not a serious objection, where a large Transcontinental Road is being built.

"I cannot do better at this moment than to read you an article contributed by Jas. Taylor, C. E., to the Halifax Herald on May 1st of this year.

(Read article.)

"You will note that Mr. Taylor states that the distance from Amherst to Truro would be lengthened only thirteen miles.

"We note that the Halifax Board of Trade had this question under discussion on April 14th, 1908, with the Parrsboro Board of Trade, and the Truro Board of Trade on April 22nd of the same year. So, the route we are now considering has been well discussed by Boards of Trade and by many far-seeing men in Nova Scotia. I find on April 30th, 1908, and May 1st of the same year respectively, two excellent letters on the subject by Edw. Fulton of Bass River.

What C. P. R. Would Like.

"Sir Thomas Shaughnessy in an interview at Halifax on April 20th, 1908, stated that the C. P. R. was anxious to have conections with Halifax, as they were running into every other business centre in Canada. Naturally we would land our passengers at the nearest Port where we have rail connections. We have been trying to get satisfactory running rights over the I. C. R. to St. John for some time but so far have not succeeded.

"Since that date, the C. P. R. we believe have taken over the D. A. R. and its branches in Nova Scotia. No one can doubt that they are deeply interested in a through rail connection to Halifax Harbor. The question before us to-day is, Can we assist in the furtherance of this much desired end? We want the C. P. R., the Grand Trunk Pacific and the Canadian Northern to seek on outlet on the Atlantic Seaboard through Nova Scotia at the earliest possible moment, and we should be up and doing and urge the Government to have the most feas-

able route outlined and the contracts let for the building of a road or roads to take care of the traffic of these great Transcontinental lines from Moncton through the eastern portion of New Brunswick and thence through Nova Scotia to some Atlantic Port.

A Fine Country Traversed.

"The first route mentioned in the motion before this meeting may or may not be practicable; the surveyors alone will determine. There is no question but it passes through an excellent country and will open up new districts in both New Brunswick and Nova Scotia.

"The present route of the I. C. R. seems only to be a question of whether the engineers can double track the present route and operate more profitably than they can by building a separate route from Moncton or Amherst."

"Gradients are everything. At a banquet tendered to the foreign delegates of the International Railway Congress at Montreal, on May 24th 1905, the Hon. H. R. Emmerson, then Minister of Railways and Canals, said in part:—When I tell you that the gradients of the I. C. R., are in many places more than one per cent., you will realize the benefits that can be secured to the transportation facilities of Canada by the construction of this new transcontinental line with its magnificent gradients and curves. To realize what this result means to Canada it is only necessary to make a few comparisons from the operating standpoint between the Continental and the Transcontinental Railway.

Greater Haul Could be Made.

"The same power which now hauls 660 tons on the Inter-colonial Railway will, over the new line haul 1,260 tons eastbound and 990 tons west bound—that means in its relation to the cost of operating, that while it costs the Intercolonial 73c. per ton between the Quebec Bridge and Moncton, it will cost the Grand Trunk Pacific only 43c. per ton.

"Carrying the comparison a step further, it will be seen that ten loaded trains travelling daily in both directions over the new railway between the Quebec Bridge and Moncton, will be run at an annual saving of $2,157,544.00, as against the costs between these same points over the Intercolonial Railway.

"This saving to which I have referred if capitalized at 4 per cent. gives the large sum of $53,938,623.00. In other words, ten trains loaded at their maximum capacity on the Transcontinental Railway will accomplish what it now requires 34 trains to do on the Intercolonial Railway."

From Grand Trunk Official.

"Upon the same occasion the late Chas. M. Hayes stated:—We will cross this continent with a gradient not exceeding 21 feet to the mile in the direction of traffic. We will have a short line to the far West, Japan and China. This line will be the only Transcontinental line owning and operating its own terminals on both the Atlantic and Pacific oceans."

"Jas. J. Taylor in his report states that in his opinion "if the transportation benefits of the Grand Trunk Pacific Railway are to be extended to Nova Scotia and the Port of Halifax, I have to say that the route between Amherst and Truro, upon which I am now reporting is the only one offering the grade standard of 21 feet per mile and probably less."

"This line, Mr. Taylor says, will serve a population of over 20,000 people between Amherst and Truro and an ever-growing manufacturing and mining district.



H. J. LOGAN, Amherst, N.S.,
A debater on many of the Convention subjects.

Has Reached A Period.

"The Trancontinental has come to a full stop at present at Moncton. The C. P. R. is looking longingly for another outlet on the Atlantic Seaboard other than St. John, particularly for its passenger traffic. We are aware of the great objections made to the building of the Grand Trunk Pacific to Moncton. The members of Parliament from Nova Scotia and New Brunswick practically forced the government to build the road from Quebec to Moncton. Are the commercial forces of this province and New Brunswick going to allow that great highway to stop at that point?"

"We must now agitate for the road to be built on some one of the projected routes so as to bring not only the Transcontinental but any other of the great systems that may wish to find a port shores of the Minas Basin which I knew on the Atlantic Coast.

"This Board of Trade is not here to advocate the interests of promoters or speculators in railway franchises. We believe that the Federal Government having gone so far should now complete this end of the great Transcontinental system. There is much of course to be said in favor of Government ownership of railways, but if government ownership stands in the way of progress in these Maritime Provinces, then it must be swept aside. I may be permitted to say just here that my opinion has changed in the last few years in regard to the supposed great advantage the Intercolonial Railway (as the only railway) has been to the Maritime Provinces. Is it not possible that if the C. P. R. had been built through to Halifax years ago that they would have been the means of developing these eastern provinces as they have the west?

Request for Quick Action.

"We must get back to the resolution. I trust that this Maritime Board will now take immediate steps to bring to the notice of the Federal Government the fact that they should proceed at once to construct a railway from Moncton to Halifax by some route that will give to us a transcontinental road such as now has its terminus in Moncton. This work should be started immediately. Let us have the road and that quickly.

"The trade of the country demands it, the products of the west must be moved to the seaboard and the winter ports. The growing passenger traffic from the Continent of Europe coming through our Eastern ports must be moved westward over the great Transcontinental systems which must have their terminus on the Atlantic seaboard.

"The route from Amherst or Athol via Parrsboro, or what I should term the Minas Basin route, appeals to me very strongly, because it will more effectually open up the Cumberland coal fields and the magnificent marshes of Minudie and the River Hebert. It will in passing from Parrsboro to Truro traverse one of the most beautiful sections of country in the whole province of Nova Scotia, which is not only rich agriculturally, but has great possibilities for fishing and game. The scenery along the Minas Basin is magnificent. Five Islands, Economy and Parrsboro should become the tourists Mecca if proper railway facilities were furnished.

"It is not my province to direct the attention of this Board particularly to any one route. I am sure you will pardon my leaning towards the latter one mentioned when you know it passes through a part of the County of Cumberland in which I was born, and along the

shores of the Minas Basin, which I knew as a boy. No doubt there are many places more beautiful and more picturesque in the world, but while I have been for many years a resident of another province, I always come back to dear old Nova Scotia feeling that it is the grandest and best of them all."

Mr. Lodge was fortified by good maps which he placed on the wall, and illumined his speech by frequent references to them, and certainly he was received with great appreciative applause.

During the address he quoted articles from various daily papers contributed by a capable engineer, and dealing with the claims he was making for his resolution.

Hance Logan, in seconding the resolution, paid a compliment to Mr. Lodge's ability and care in his address, and he wished to say that the pith of the resolution was by all means one of the most important subjects before the Board. It was more; it was vital to the city of Amherst, to the city of Halifax, in fact to the Dominion of Canada. The construction of the G, T, P. from Quebec to Moncton was forced through. Its work was private history. He hoped it would be written some day. Maritime members of Parliament allowed the stop at Moncton under a compromise.

If the Maritime members insisted as the western men did, the G. T. P. would be now in the course of construction from Moncton to Halifax. If the western men wanted anything they demanded it or forced the Government out. They did not say "please" nor did they stand back as the Maritime men did. The four-tenths grade should be in existence from Prince Rupert to the Atlantic Seaboard. The Government was not building the road for the G. T. P.—it was for the people of Canada, and all railways. The Government bill provided that this N. T. Ry. should give running rights to all railways. That was a part of the bill. Excellent surveys had been made and the railway must be built as it was the best link in the whole railway.

He had dined recently with Premier McBride of British Columbia, who stated that in that Province alone he was spending this year over eight million dollars on the highways. Surely the expenditure of money would not stop the completion of the N. T. R. from Moncton to Halifax.

He referred to the two pulling forces of politics which drove the old railway up on top of the Cobequid Mountains. No new road would be wisely built if it paralleled the old road.

"Do it now," was the great slogan to keep before the Government, and the double track would be built from Moncton to Halifax. It would be "blossoming like the rose" for the entire east, and would show the world that the Maritime Provinces were even greater than was ever told or prophesied. (Applause.)

General Running Rights.

A. M. Bell spoke on the subject and referred to other grades than those noted on the resolution. He pointed out that as he understood the agreement of the government, it allowed running rights of all railways.

Nova Scotians should demand their rights, should claim their rights to connection with a transcontinental railway. He thought Nova Scotians should stand together and see that the connection from Moncton to the seaboard should be modern in every way.

Captain Read referred to a port in P. E. I. which would be a fine terminus for the N. T. Ry., namely, Georgetown. The harbor was perfect, and as a connection it would be fifty miles nearer Moncton than Halifax, and would be 150 miles nearer the docks of Liverpool. This place, with modern car ferry over the Northumberland Straits, would make a perfect port. There was no fog in Georgetown. However, he would not oppose the resolution as it was proper and reasonable. (Applause.)



A. M. BELL, Halifax, N.S.,
A prominent debater of the Convention for many years.

Mr. Youll said the double tracking idea appealed to him. The port need not be discussed, as the company building the railway would choose the port. Away back in 1876 the C. P. R. was bitterly opposed in the Maritime Provinces. It was very well to say "get busy," "do it now," etc., but he knew this Board had passed fine resolutions before and nothing had come of them. How were they going to go about it? Perhaps each individual Board of Trade might take up the subject and bring it before the various members of Parliament and thus forward the resolutions into real action.

Mr. Lodge spoke again and pointed out that something practical must be done. Committees must be appointed at once if any force would attach to these ideas. The Government must be seen and strongly appealed to. The chief engineer of the Government had very unjustly said that it would be a crime to build N. T. R. from Moncton to Halifax. Individual effort must be made. He was going after their local member of Parliament and he hoped others would do similarly.

Captain Elderkin stated it was plain that if the Government did not build this road the traffic would go elsewhere and possibly not in Canada. We should appoint a committee to deal with all railway questions with the Government. Cost of money was not to be considered any deterrent.

Frank A. McEcken asked, what were the duties of the Council of the Maritime Board, as these resolutions being carried out depended upon it.

The secretary read the by-laws re this section of the body. In doing so, he said the whole trouble was that the local Boards did not take themselves seriously.

James Stairs, of New Glasgow, considered this question most important. They had heard the reason why the Board was not more effective and he would suggest that every delegate present who was interested in this resolution should meet after the gathering and name a date for a future meeting of these said delegates. Then, they would decide upon how to meet the Government.

Courtesies From the M. P.'s

Hance Logan, as a member of Parliament for 12 years, said it was no use to go home and see your member. A cordial letter was merely their response.

A committee should be chosen from men who had something at stake. These men should go to Ottawa and know what they were after and say so and they would get it. He told them just how to do that. "Who's going to pay the bill? We should find men who loved their Province enough to spend money and time on such vital interests," he added.

The question was put and carried unanimously.

Alarmed Over Railway Project.

The following resolution was moved by Hon. C. W. Robinson on behalf of the Moncton Board:

"Resolved, that the Maritime Board of Trade views with much alarm the action of the Grand Trunk Pacific Railway in obtaining charters and existing Railways in the New England States for the purpose of diverting traffic from the Canadian North-west to Boston, Providence and other United States ports; also the recent declaration of the President of the Grand Trunk Railway to the effect that the completion of the Transcontinental road between Winnipeg and Cochrane Junction is being hurried so as to estab-

lish a connection with Eastern Canada and the United States via Cochrane Junction and the Parry Sound Railway.

"That this Board is of the opinion that it is most important for Canadian interests that the G. T. P. Railway from Cochrane Junction to Moncton, now approaching, should be finished simultaneously with the mileage from Cochrane Junction to Winnipeg, and that the docks, elevators and car ferry at Quebec and the terminal facilities at St. John and Halifax should be built without delay, so that these cities, as well as Montreal, may be equipped to handle the trade of the Northwest as soon as the Railway is completed, and thus leave no excuse for its diversion to Providence, Boston, Portland and other United States ports;

"That this great public work which will shorten the distance between Winnipeg and the Atlantic by over two hundred miles, was undertaken with the pledge and expectation that its traffic was to be handled at Canadian ports; and without which, the Eastern Provinces would never have consented to the enormous expenditures involved thereby.

The Maritime Board of Trade would thereby respectfully urge upon the Right Honorable R. L. Borden, Prime Minister, the necessity of the earliest possible completion of the Transcontinental Railway from Winnipeg to Moncton, simultaneously with the train ferry at Quebec and the terminal facilities at Maritime Province Ports so that the latter may be in a position to handle the winter export traffic of the Grand Trunk Pacific when that railway is completed."

Of Vital Importance to East.

Mr. Robinson dwelt upon the interests of the East. He told how the East was gradually losing force and representation. And it was owing to their easiness of temperament which allowed this.

The resolution was seconded by J. Harris of Moncton.

Mr. Youll agreed with the resolution. It would be a crying shame to allow traffic from the West, on a railway like the N. T. Ry., to be diverted to U. S. ports. It was vital to attend to this now.

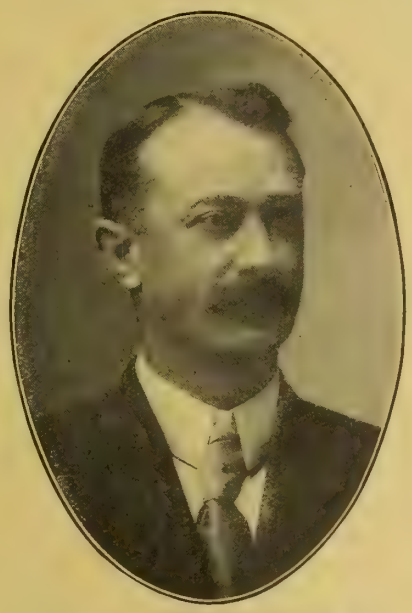
No Occasion for Worry.

Mr. Logan did not like the first part of the resolution which voiced alarm over the purchase of railways in New England. There was no alarm. Secondly, the paragraph re what the president of the G. T. R. said about the construction of the railway between Winnipeg and Cochrane Junction so as to connect with United States. He was sure the president of the G. T. R. had been misreported as it was unreasonable. Resolution should be redrafted.

Hon. Mr. Robinson said the main principle of the resolution was the important point, and he was sure that the pith of the resolution could be maintained without causing any challenge.

J. T. Hawke said he had declined to second the resolution because it did not go far enough in one way, and went too far in another. He believed we should condemn both railways if we condemned any railway. He was in favor of the spirit of the resolution but he thought it should be changed so that all offending railways would be included. He dwelt upon the importance of grades in railways and illustrated how these grades must compete with water routes.

No party politics should enter into this. All the parallels of latitude helped the Maritime Provinces. He proved that, by showing that Maritime Provinces were the base of the triangle which lead across the ocean to the mother country, when traffic with New



HON. C. W. ROBINSON, Moncton, N.B., Mainland representative on Telegraphic Service Committee.

York and Toronto and the West were in consideration. He illustrated by a map. It was important that by legislation or by improving avenues of traffic that the traffic born in the N. W. Territories should be diverted through Canadian channels. (Applause.)

Mr. McEcken said the Panama as a factor had not been discussed, and it was one that surely would be interesting.

Hon. Mr. Robinson thought it would be well to adopt suggestion of the secretary which would eliminate first and third clauses, leaving the resolution with second and fourth clauses as complete.

Mr. Lodge, as president of the Moncton Board, was quite willing to allow these changes.

This was done, and the resolution placed before the meeting. It was carried.

Mr. McEcken brought forward the resolution referring to the changing of the Militia Act. He read the following resolution passed by the Inverness, C.B., Board of Trade:—

"Whereas by Section 89 and 90 of Chapter 41 of the Revised Statutes of Canada, 1906—The Militia Act,—the pay, allowance and transport of the Active Militia, when employed in aid of the civil power, are recoverable from the municipality in which they are called upon to act;

"And whereas in 1909, the Active Militia were so called into several of the industrial centres of the province of Nova Scotia, at a cost of many thousands of dollars;

"And whereas the aid thus rendered was for the administration of justice and to conserve the means of livelihood of a large proportion of the population, as well as to conserve a very large part of the revenue of the province of Nova Scotia;

"And whereas the municipalities where this unfortunate condition existed in 1909 suffered severe loss directly thereby, and are now being pressed by the Federal authorities for direct payment of many thousands of dollars, owing to the presence of the militia within their confines at that time;

"And whereas the same condition may arise any day, not only in Nova Scotia, but in the other Maritime Provinces, and in fact, in any of the industrial centres of Canada;

"And whereas this Board deems the compelling of a direct payment by a county or town municipality, that already has suffered loss directly owing to cessation of labor, very inequitable, unfair and unjust, and that the same should be borne by the Provincial or Federal authorities, or both together;

"Resolved, that the Federal Government is hereby asked to amend the Militia Act in this respect, with a view to relieving the town and county municipalities of this burden;

"Further resolved, that the Local Government of Nova Scotia be asked to assist in procuring relief for the municipalities in Nova Scotia, that are now being pressed for payment of this very heavy militia tax;

"Further resolved, that copies of this resolution be sent to the Governor-in-council at Ottawa, and to the Lieutenant Governor-in-council of the different provinces of the Dominion."

Costs in Connection With the Strikes.

He pointed to the strike troubles and the assistance sent by the Militia Dept. The bill of $7,000 for the cost of sending troops for the protection of lines and property. He cited Glace Bay, Spring Hill and other mining points where strikes and militia had entailed cost. He felt the Militia Act should be revised and it was for this reason he spoke in favor of the resolution. The soldiery were

called out by the mayor of the town, and it seemed unfair to have to pay for soldiers who were already under payment from the Government. A strike or labor unrest might occur anywhere and there was a community of interest in this unsatisfactory Militia Act. (Applause.)

H. Logan seconded the resolution, and spoke from personal experience. In 1906 he had the honor to take part in getting the Militia Act changed, by moving a resolution in Parliament. He referred to the Spring Hill strike of 15 months duration, when militia were called out. The town of Spring Hill was called upon to pay a debt of $12,000. The only word in favor of the Act was a guard against calling out the Militia as when a mayor knows the cost he would be in no hurry to act. He thought it was an iniquity to force small, impoverished, little towns to pay militia bills. Why should not the Government of Canada pay it? He made a strong plea for the remission of the Act. The general lawfulness of the country was at issue and no one town should be burdened with such an Act. He hoped this resolution would be carried to Ottawa.

Captain Read said there were two sides to the question. The chief reason for the law was, that if tax payers should violate the law such act would recoil upon their own heads. That was sound reason why the Dominion Government should not pay it. The Nova Scotia Government should pay these bills as they received six or seven hundred thousand dollars a year of coal royalties. If any Government body should pay, then Nova Scotia Province was the one. He thought the Board should ask the Nova Scotia Government to pay these bills. He sympathized with small towns in their unhappy condition.

J. T. Hawke thought Captain Read forgot that the domain of trade and commerce and industrial dispute well within the power of the Dominion Government. The Government maintained a standing army which was for the purpose of keeping the peace. The revision asked for would not be sweeping, merely so as to safeguard the people's interests.

Strikers were frequently not property owners and the payment for the militia would not hurt them. There was great justice in the resolution. (Applause.)

E. A. McCurdy opposed the resolution and felt that the violators of the law should pay the bills for militia.

E. McCarthy thought the Government should pay these bills as it was a Dominion interest. He cited the Irish Constabulary, a body of soldiers paid by the British Government. He supported the resolution.

Secretary Williams spoke as a delegate and believed the striking miners and the owners should be assessed for the money due.

W. Youll thought there was no legitimate charge except the railway fare. The question was put and carried.

EVENING SESSION.

The Resources of Moncton.

A 8 sharp the Board met again. R. T. Hawke was on his feet promptly and asked the president if he would inquire of the Board in session if they would care to hear the exact facts regarding Moncton, its gas, oil and shale resources. Mr. Lodge, the founder and promoter was present, as president of the Moncton Board of Trade.

With one accord the response came, "Let us hear him."

Mr. Lodge then described the resources at Moncton at considerable length. He told of the difficulties and the successes. He attributed great credit to O. P. Boggs, a United States expert, who had practically made the oil wells. The gas was remarkable as it would not freeze and it was exceedingly dry. It was too dry to manufacture gasoline from, but its other advantages proved a remarkable asset. Gas and oil were the prime factors in attracting and promoting the great steel industries of Pittsburg. Similar conditions would be in vogue in the neighborhood of Moncton. He hoped to be able to get the gas into St. John, to Halifax and New Glasgow. In the West they were carrying gas from Beau Island to Calgary, a distance of 175 miles. Experts stated that the Moncton gas was purer in every way. The cost in his own house had been found one half that of coal. He thought the Provinces were a little slow in taking hold of these properties. He told how some men had gotten "cold feet" at the wrong time.

As a power boon the wells could hardly be estimated. Experts who tested the wells said they were the best they had ever seen, as far as continuous supply was concerned. The earth formations guaranteed a long continuous flow of gas. The oil wells were good also. He gave much data re phenomena of oil and gas; told how the wells were put down and exactly what they were doing in oil. They were boring their 26th well and will bore more.

He followed by dwelling on the bituminous shale found in great quantities near Moncton. A new plant was being erected in the shale beds by Sir William McKenzie, who formed a twenty-five million dollar company to exploit it. The shipment of gypsum from Nova Scotia to fertilizing companies in the States, and the fertilizers came back at great profit to United States makers. The shale deposits in Albert County would produce fertilizers unequalled on this continent. He further expected to see some shale deposits under development at New Glasgow, N. S.

Fundy's Tidal Wave.

The power of the tidal waves of the Bay of Fundy should sooner or later be harnessed and the future of these great Provinces can hardly be estimated. All Boards of Trade should be active and should be looking for new industries all the time. The future of the Boards would be in individual effort. Every man must help. The Moncton gas was six times better than Medicine Hat, five times better than natural gas in calorific power. He referred to the opinions of the British manufacturers in reference to Maritime Provinces. The benefits of the Panama Canal to the Maritime Provinces were untold for shipping to the West. He named some places where there were iron deposits in the Cobequid Hills, and by the aid of two tides the ore could be brought to Moncton. He told how scientists were wrong re Moncton oil and gas wells, and especially the Geological Dept. He referred to the foolish money spent on the militia which might be better spent on the resources of Canada.

Communication with P. E. I.

The resolution of the P. E. I. delegates was then introduced by the Summerside Board of Trade by Captain Read, re reference to better telegraphic service between the mainland and P. E. Island. In introducing his subject, the Captain said the Dominion Government had not treated the Islanders in accordance with the agreement of confederation. He detailed the difficulties. There was a rotten old cable 30 years old, which broke often and the Island was shut off from mainland connection. They had no night service, no lettergram service. He illustrated how the Island cable service got the majority share of the money paid for telegraphic service and big companies like the Western Union got the small share.

Further Difficulties Cited.

C. McArthur seconded the motion and detailed further difficulties that were experienced by the Islanders, owing to the faulty cable service. He said that the cable company received a subsidy on the strength of giving a continuous service. Further, the Government Council had promised to formally protest, so that these ideas would be supported by the right power.

E. T. Higgs, Charlottetown, told how long since the Island had been after a good telegraphic service. He told how the contract made by the Government at the time the Island came into confederation in 1873, had not been maintained. He told of the breaks in the cable, mentioning one of last month which lasted two weeks. He accentuated the absence of lettergrams on the Island, He showed how the hours of operators

on the Island such as 3½ hours open on Sunday, and daily closed for at least 4½ hours. Holidays were rigidly kept by the operators also and the service was simply awful. He however could not support the resolution just as Captain Read brought it forward. He therefore moved an amendment. The amendment was seconded by R. H. Jenkins.

Captain Read declared that the amendment meant exactly what his did, and he would like a ruling on the question.

Mr. Prowse, M. P. P from the Island, said he agreed that the resolutions were so much alike that one was not an amendment to the other. The movers should get together and save the time of the Board.

A. E. Saunders, secretary of Halifax Board of Trade, said he understood that the agreement with the Anglo-American Cable Co. had ceased.

F. McEcken said it was a matter for the Exchequer Court, not the Maritime Board.

Under the Railway Commission.

J. T. Hawke spoke as a most interested party, being a newspaper publisher. He told how grievances of the Press Association were dealt with by the Railway Commission. If then the Government was giving a subsidy to this cable service, the grievance came under the direction of the Railway Commission.

The president here asked the delegates to get together and bring in a new resolution, which they did. The following was passed, which embodies really both main and amendment resolutions as formally brought forward:

"WHEREAS the Dominion Government is under a statutory obligation to maintain telegraphic communication with P. E. Island under the Act of Confederation;

"AND WHEREAS the present service is inefficient, unsatisfactory, expensive and frequently interrupted by the breaking of the cable;

"BE IT RESOLVED, that the Maritime Board of Trade, now in session in Truro, request the Dominion Government to take immediate steps to place the Telegraphic Service between Prince Edward Island and the mainland on such a basis as will insure a continuous service equal in cost and efficiency to that enjoyed by the people of the mainland.

"And in the opinion of this Board a second new cable is necessary to do this."

Hon. C. W. Robinson was selected as mainland member of the comminttee.

The British Preference.

H. Logan, of Amherst, brought in the resolution re limiting the British preference to goods coming to Canada ports only. He cited resolutions passed by the Board back three years ago, also from speeches made by himself in the House of Commons in 1904, also of Hon. R. L .Borden and Hon. W. S. Fielding at that time. He even quoted Sir Wilfrid Laurier at the same time sanctioning such an idea as embodied in the resolition. He showed that about twenty-five million dollars worth of goods came into Canada, receiving the preference tariff of 33 1-3 per cent., through United States ports, mostly in the winter time. This benefited U. S. railways greatly. If this resolution could be put into operation, Halifax, Sydney and St. John would be transformed into hives of activity all winter long. He denied that it was necessary to use U. S. ports. Canada was independent of United States. It was no retaliation. U. S. A. had been protecting their own interests at all times. They favored every colony they acquired with preferred legislation. He quoted the laws of United States re shipping from and to their colonies and United States of America. He showed conclusively that such legislation embodied in the resolution would be a great asset to Canada and especially the Maritime Provinces.

Should Look After Ourselves.

He desired no friction with the neighbors to the south. We should, however, legislate in our own interests. Canada should not "lie down" and let United States enjoy any of her advantages which were unnecessary.

The employment of the resolution would encourage shipping. This subject should engage the Board at every meeting. Nothing had been done for eight years and it was about time that the Maritime people forced something through in the way of legislation. He had just visited Canada west, travelling 12,000 miles, and with all the beauties there he returned east with greater love for the Provinces of his nativity. (Applause.)

The Maritime Provinces should stand side by side and fight for their rights, regardless of politics. A vote for this resolution was a vote for not only the Provinces, but for the building of a National spirit; a policy of independence of United States, and the belief in a country which deserved the support of every man, woman and child born within the boundaries.

Where Some Delay Occurred.

A. M. Bell seconded the resolution and said they must do something to force the hand of the Government. However, he knew that goods arriving at Halifax in winter took much longer to go west than they did via U. S. ports. It also took three weeks to get goods down from Toronto. That was because of lack of railway facilities. He could not see any retaliation in the resolution. Canada could stand alone. (Applause.)

Captain Read pointed out that this resolution would strike right at the G. T. P. and the C. P. R. who had U. S. terminals.

J. DeWolf urged that he had seen a great many resolutions passed by various bodies similar to this one. Now they should go further and see that this was carried into effect. (Applause.)

The resolution was carried unanimously.

THE THURSDAY SESSION.

The morning session was occupied first by a financial statement of the secretary. Moved by E. Higgs, seconded by E. A. McCurdy that the report be adopted.

The auditing committee comprised of Messrs. Aitken, Bell and Saunders reported that the accounts had been audited and found correct.

Several speeches were made re having the meeting at a place where the newly elected president resided.

D. A. Morrison said he thought the very best man should be chosen regardless of where he might reside.

Mr. Lodge also dwelt upon the importance of having good men as officers.

The New Officers.

It was moved by K. J. Mackenzie, seconded by D. A. Morrison, that the Board should proceed at once with the election of officers. Carried unanimously. The nominating committee was then chosen including Capt. J. Read, D. A. Morrison, J. Harris, R. H. Jenkins, J. E. De Wolf.

The following officers were chosen: President, M. Lodge, Moncton, N.B.; 1st Vice President, E. T. Higgs, Charlottetown, P.E.I.; 2nd. Vice Pres., H. J. Logan, Amherst, N.S.; Secretary, T. Williams, Moncton.

Compensation to Workmen.

The Halifax Board put forward the subject "The Workmen's Compensation Act," namely:

That in the opinion of the Board a more equitable agreement between employer and employee could be arrived at than the provisions of the present Nova Scotia Act provides. (Chapter 3, 1910.)

A. M. Bell voiced the question. He did not wish to go into the details of the Act so much as the spirit behind it. He was surprised that the government of Nova Scotia pressed such legislation. Capital and labor should work together harmoniously if progress could be maintained. He was strongly in favor of organized labor. He was not a supporter of tyranny of either labor or capital. Nearly all governments looked with deference to the labor party. He mentioned that the legislation had to do with

the coal industries and perhaps a good case could be made out for the government because of coal royalties. He illustrated how certain coal companies and miners met together in harmony. There was such a thing as going too far and the labor interests who helped to pass legislation such as the Act in question were going too far.

He hoped the board would give a strong resolution asking for the amendment of the Act. (Applause.)

Mr. Schon, of Halifax seconded the motion, and dealt with the Workmen's Compensation Act in Germany showing how workman's death called for the government to pay full wages for 14 years. Thus, any child young at that time would be able to make a living at 14 years of age. He advocated this form of legislation in Nova Scotia. He spoke from memory but merely outlined the suggestion.

Hon. C. W. Robinson said the law was similar in New Brunswick. He thought it was a question how far they should go on this matter. He was sympathetic with labor on the question, but unless the subject had maritime interest the Board should be careful.

Mr. DeWolf suggested that they insert word "Provincial" instead of Nova Scotia and thus make the subject broader.

Mr. Bell acceeded to this request and so did the seconder, making the resolution to read the same with the erasure of "Nova Scotia" and insert "Maritime Province Acts."

F. McEcken explained the question was far too large to discuss. Each province was unfamiliar with the Workmen's Act of the other and so the resolution should be confined to Nova Scotia as originally brought forward.

Question for Careful Consideration.

J. T. Hawke said he had noticed that in times past he had heard class speakers take part in discussions. No arguments had been brought forward. The features of improvement in the Act, brought forward were insufficient. The subject was inadequate. No New Brunswick delegate had asked for an amendment of the Act. These Acts were necessary. Some employers were extra thoughtful and some were careless. Capital did not pay the piper any more than did the laborer. He believed that the Maritime Board should be very careful in passing upon such questions. He was afraid the subject would create hostility from the laboring classes, and he would suggest that the motion be laid on the table for future reference.

D. A. Morrison agreed with Mr. Hawke that this subject should not have been brought up. However, he wished to say that the dismissal of a careless employe at Spring Hill mines, caused the big strike up there.

He knew the labor act was not perfect, but surely they were all anxious to strive toward an improvement.

Hon. G. E. Faulkner, M.P.P., agreed with Mr. Hawke. He dealt at some length with the idea of a Workmen's Compensation Act.

Whether one Province or another had a better Act, might be discussed anywhere, but they should be more specific. He knew of the German law which in this connection was the best extant.

Sections of the Act that were objectionable should be noted and they could be amended. Captain Read offered a unique resolution instead of the one on the table, and created a laugh.

M. Lodge said he was interested in the resolution but Mr. Faulkner had shown him the way out. The legislature was the place.

M. E. Finn confessed, as a member of the local parliament, that the Act was not perfect, and it could be easily amended. He cited hazardous risks and pointed to the rights of workmen and the rights of capitalists. He showed how the Act was interpreted and that a judge or jury had the privilege of allowing damages. He read from the Act and showed that it was not drastic either to employer or employe. The Government of Nova Scotia could not afford the high standard adopted by Germany much as they might like to do so. The law was fairly sound as it existed. He was sure the government was anxious to satisfy either the wishes of capital or labor. Equitable treatment was what the government was anxious to give.

Great applause greeted Mr. Finn.

C. E. Bentley made a resolution that Mr. Bell would withdraw the motion on the table.

Mr. Bell said it was the Halifax Board for whom he spoke, and if the Board were willing to withdraw, he was. After a few moments conversation Mr. Bell withdrew the motion.

Mr. Lodge the newly chosen president was called to the chair by Dr. Dunbar.

Before vacating, Dr. Dunbar thanked the Board and hoped they would carry away pleasant memories of the meeting. He invited the delegates to a drive about town during the afternoon.

Mr. Lodge said he had not expected the honor but he was grateful. He would like to see new life put into the Board. Great things awaited the Board and the Provinces were teeming with resources and life which required exploiting. They should all try to do something for the East. He referred to Truro where one big mill made goods sold all over Canada, and which were unmistakably the best in the world.

Hance Logan arrived at this moment and begged that his name be left off the list of officers as he would be unable to take active part. As the future of the Board would be one of progress , he thought all the officers should be active.

Mr. Elderskin, said Mr. Hogan, was over modest and he should act. If they hoped to get legislation, Hance Logan should be the man.

Mr. Logan insisted that he could not accept. He would assist any way that he could. Mr. Lodge thought that they ought to have a vice president who would have the ear of the government.

The name of John Stanfield was proposed but he declined.

The Nominating Committee retired and shortly afterwards brought in a new name for 2nd vice president.

M. Lodge said he did not think that the immigration officers were of great importance to the Maritime Provinces. Better men should be sent over to Britain—men who know about the country. He firmly believed that some of their own men should be sent over there to tell of our advantages. He did not think the Englishmen were very desirable immigrants for the Eastern Provinces. He would prefer Danes, Swedes and Germans and others from the other countries where the products of agriculture etc., were produced, they would be better men. North of England men and Scotchmen, would be good men, but the Londoner would not suit the East.

Industrial Training at Home.

W. H. Belyea, of Newcastle, made a suggestion re keeping their own people at home. He declared they had no agricultural colleges in New Brunswick. Their own people should be trained along industrial and agricultural lines and not so much along classical lines.

Mr. Faulkner was shocked to hear such a suggestion, as the matter of agricultural and technical education was being most efficiently dealt with in Nova Scotia.

E. A. McCurdy seconded a resolution along the lines suggested by Mr. Belyea, but the president ruled the resolution was out of order as the constitution would not permit it.

Mr. Lodge believed the subject was a good one, and of great interest to New Brunswick.

The New Second Vice.

The nominating committee brought in the name of John Stanfield, of Truro, as 2nd Vice-President. Mr. Stanfield was unanimously elected in the place of H. J. Logan.

To Newcastle Next Year.

E. A. McCurdy extended an invitation from Newcastle for the next meeting.

D. A. Morrison moved, seconded by J. E. DeWolf that Mr. McCurdy's invitation be accepted. Carried unanimously.

The Prospects of The Board.

The future of the Maritime Board was brought forward by Halifax Board through A. E. Saunders, secretary. He said that the Maritime Board was robbed of some of its life by the abolition of contentious subjects. They felt at Halifax that controversies were always interesting. Further, something definite should be done to get these resolutions before the government.

H. J. Logan said he was glad to see the Board take on new life. He had attended many meetings and he would offer the chief suggestion namely "union." Let there be more union and he believed under Mr. Lodge, the Board would go ahead.

E. A. McCurdy suggested that Provincial Boards would be another solution. If all the Provincial subjects were threshed out on these Boards the Maritime Board meeting would be much more interesting. This would not abolish the Maritime Board, but would strengthen it.

Captain Read said that a political union in the Maritime Provinces was impossible; the best union to maintain would come through the Maritime Board of Trade. What they wanted was to get rid of croakers. Get the optimism of the West. It was very nice to ask Mr. Lodge to take this or that, but it would not be fair to ask any man to do this out of his own pocket. He thought they should ask the government to give a subsidy to the Board. He suggested that a committee be appointed to try to arrange funds for the Board.

Ed. McCurdy concluded the meeting by proposing the following resolution which was seconded by Capt. Read and adopted unanimously.

> "Resolved:—That the Executive of the Maritime Board be requested to call upon the Railway Commission when in Ottawa and obtain an assurance from them that steps will be taken forthwith to compel the railways to charge in future the same passenger rates from West to East as from East to West in order that all provinces of the Dominion be placed on an equal footing."

The Truro Board entertained the visitors to a delightful auto drive about the town of Truro, and wound up by a reception in the Park (considered one of the most beautiful in the world.) There a band concert was given lasting from 3 to 5 p.m., and a most appetising luncheon was served. Speeches and songs enlivened a pleasant afternoon and many compliments were extended Dr. Dunbar and his faithful committee who contributed so much to the success of the function.

The delegates present were:—Wm. Youll, Kentville; E. A. Saunders, Wm. Schon, A. M. Bell, Hon. G. E. Faulkner, R. E. Finn, Geo J. Metzler, C. W. Stairs, J. E. DeWolf, W. J. Hall, W. A. Major, Halifax; D. A. Morrison, H. J. Logan, E. B. Elderken, Amherst, N.S.; R. H. Lamb, Bridgwater, N.S.; K. J. Mackenzie, Pictou, N.S.; Frank A. McEchen, Inverness; Capt. Joseph Read, Creelman McArthur, Summerside, P.E.I.; James A Stairs, New Glasgow, N.S.; A. P. Prowse, M.P.P., Murray Harbor, P.E.I.; G. A. Fawcett, Sackville, N.B.; C. W. Robinson, J. T. Hawke, M. Lodge, J. H. Harris, T. C. Robinson, H. C. Charters, W. H. Price, E. McCarthy, Moncton; E. T. Higgs, E. Aitken, R. H. Jenkins, Charlottetown, P.E.I.; E. A. McCurdy, W. H. Belyea, Newcastle, N. B.; C.C. Avorde, Sackville, N.B.; R. T. Craig, D. Dunbar, C. G. Bentley, C. P. Blanchard, H. C. C. Yuill, John Stanfield, M.P., R. S. Boyd, J. K. Fraser, C. W. Montgomery, A. R. Coffin.

P.O. BOX 70 TELEPHONE 15

CROWELL BROS.

Ship Chandlery and Hardware

Cutlery, Cordage, Canvas, Paints and Oils,
Builders' Hardware and Mechanics' Tools,
Iver Johnson Bicycles

Head of Commercial Wharf
HALIFAX, N.S.

AGENTS FOR
Sherwin-Williams Paints
New Jersey Copper Paints
Dick's Engine Oils
Iver Johnson Bicycles and Firearms

CAMPBELL'S XXX CHOPPER



The Best Axe To Use.

Try One.

Write For Prices of XXX CHOPPERS

Campbell Bros.
Sole Makers
Registered Trade-Mark
ST. JOHN, N.B.
CANADA

SELL

Fawcett's Empress

And You Sell A Range That Produces Big Results



The "Fawcett Quality," we believe, is far from being rivalled.

It is the result of many years' concentration on the manufacturing of ranges. It has features that the trade is quick to notice. The finish alone is enough to make prospective buyers investigate.

Don't sell a range because the first profit is large — look **into the future —sell the quality range** as it will bring you profits that will be many times larger in the long run.

Customers like our ranges because they **save much fuel** and require but little attention.

We also manufacture stoves for Parlor, Hall or Office with special Fuel-Saving Devices; Laundry Stoves, Improved Portable, Farmers' Boilers, Warm Air Furnaces, for coal or wood.

Write for full particulars to-day.

The Charles Fawcett Manufacturing Company, Limited
SACKVILLE, N.B.

Sales Agencies at MONTREAL, WINNIPEG and VANCOUVER.

NEW BRUNSWICK
WIRE FENCE CO.
LIMITED



MONCTON, N.B.



A. M. BELL & CO. LIMITED

"We Would Like Your Order, Sir"

We want to sell you your next order of hardware, Mr. Dealer. We have many other things besides hardware to talk to you about. When you get into the habit of dealing with a house like A. M. Bell & Co., Ltd., you can always be assured that your interests are being protected.

RELIABILITY—that has been the key-stone of our success, and our many, many customers have received the benefits of our "square deal." We want you to write us, if you are not already a customer of ours, and even if you are, we are always pleased to hear from you. You will find some of our lines enumerated in the following:

GUNS and RIFLES in English, German and American makes. Also the best in Canadian Guns and Rifles.

SPALDING SPORTING GOODS—Supplies for every known sport and game. In baseball and other outdoor supplies we have everything that the most critical player could desire. We are Agents for Spalding's. Also for Slazenger Tennis goods.

BUILDERS' HARDWARE—Everything in the line of Trims. All the best known lines.

SKATES—Such as the famous "Starr" make and Boker's.

KITCHEN FURNISHINGS—Everything that a well-ordered kitchen requires. We would like you to write us and we will be glad to send prices and have our traveler call. Can't we hear from you?

In FISHING SUPPLIES we handle everything for deep sea, river and lake.

ELEY'S AMMUNITION—We are agents for this famous ammunition and have at all times a large assortment of these goods on hand.

LUMBERMEN'S SUPPLIES—Peavies, Boot Calks, Axes, Chains, etc. We are headquarters for these goods and will be pleased to quote bottom prices upon request.

HAYING TOOLS—Farming Implements of all kinds, including a large asortment of Haying Tools from the very best makers.

WOOD'S ICE TOOLS—These goods have been handled by us for a good many years and are every year increasing in popular favor, as is evidenced by the largeness of the sales.

PAINTS AND OILS—Ready Mixed Paints, white lead, oils, paints. We are agents for Blundell, Spence & Co.'s celebrated ready mixed paints. Send for prices.

BEAVER BOARD—Beaver Board takes the place of lath, plaster and wall-paper for the walls and ceilings of new or remodelled buildings of every type. Beaver is something you should know about, Mr. Dealer. A post card will bring full information.

COMPO-RUBBER ROOFING—This is one of our greatest sellers. If you are wide-awake you will ask us to send you prices and full information about Compo-Rubber Roofing—it will pay you to handle it. It's guaranteed.

A. M. BELL & CO.
LIMITED

GRANVILLE ST., HALIFAX, N.S.

Wholesale Hardware

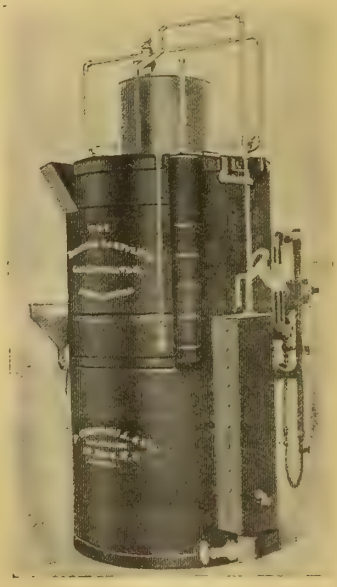
To Dealers in Western Nova Scotia

My geographical position is such that the freight rates from Yarmouth are more favorable than any other point in Nova Scotia,

I carry a large and complete stock bought in the lowest markets and solicit your business.

E. K. SPINNEY, - YARMOUTH, N.S.

"Scientific" Acetylene Generators



The **Standard Lighting Machine** for Residences, Stores, Churches, Hotels, Colleges, Halls, Public Buildings, Etc.

Perfectly Automatic, Compact, no storage, gas made as used.

Fitted with our patent **"Carbide Indicator,"** a most valued feature, exclusively ours.

Highest Grade Generator manufactured and **Approved of by all Boards of Fire Underwriters.**

Awarded Gold Medals at Dominion Exhibitions.

Hundreds of these machines in use in all classes of buildings, giving perfect satisfaction, is a proof of their high standing.

Correspondence solicited for Generators or Complete Installations.

P. Campbell & Co., SOLE MANUFACTURERS **73 Prince William Street, - St. John, N.B.**

A Word To The Dealer

A word to the Hardware and General Dealer in the Eastern Provinces.

Where and what have you been buying in the way of hardware?

Have you been getting your goods from outside jobbers, at increased cost to you in transportation, and overlooking the fact that right here in Moncton, the Hub of the Maritime Provinces, you can buy everything you want in the hardware line, and save time and money.

Remember, Mr. Dealer, that we handle the finest line of Shelf and Heavy Hardware to be found in any Jobbing House in Canada, and that *quality* is our watch-word.

We are in a position to fill orders promptly and thoroughly, and it matters not which way we get them, either through our traveling salesman or by mail, your orders will receive that careful attention that has won our success as Hardware Jobbers.

We make a specialty of English polished plate glass, and have a large stock always on hand, can, therefore, fill all orders *promptly*.

A trial order will convince you that we make no extravagant claims.

SUMNER COMPANY

MONCTON, N.B.

STEEL

Sheets and plates – any width up to 50 inches, any thickness up to one inch.

Merchant bars, shafting and heavy forging of all kinds.

PIG IRON FOR FOUNDRY USE.

UNSURPASSED EVAPORATION HIGHEST IN CARBON

COAL

LOWEST IN ASH BEST ALL ROUND STEAM COAL.

The Nova Scotia Steel & Coal Company LIMITED.

NEW GLASGOW, N.S.

FURNESS LINES

FIRST-CLASS FREIGHT SERVICE

WEEKLY SAILINGS BETWEEN

LONDON, G.B.

HALIFAX, N.S.

AND

ST. JOHN, N.B.

The Fast High-Class Steamships

S.S. "RAPPAHANNOCK" S.S. "KANAWHA"

S.S. "SHENANDOAH" and others

REGULAR FORTNIGHTLY SAILINGS BETWEEN

LIVERPOOL, G.B.

ST. JOHN'S, Nfld.

AND

HALIFAX, N.S.

The Fast High-Class Clyde-Built Steamships

S.S. "DURANGO" S.S. "TABASCO"

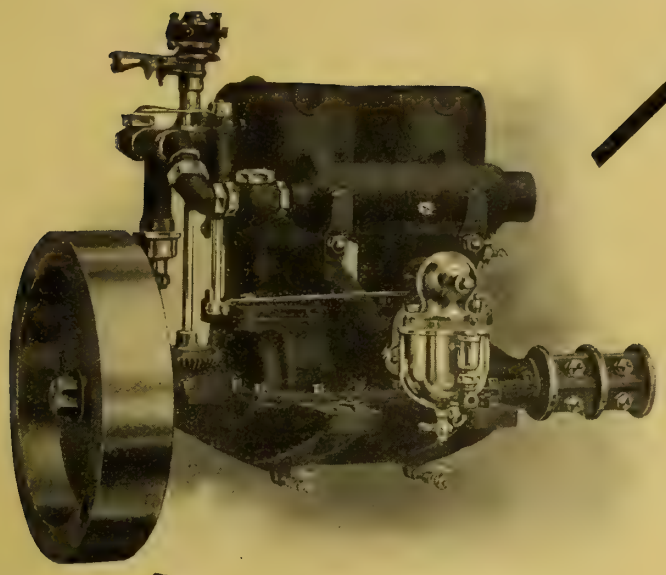
S.S. "ALMERIANA"

Will sail regularly between the above ports, taking through freight to all parts.

FOR RATES OF FREIGHT APPLY TO

FURNESS, WITHY & CO., Limited - AGENTS

UPPER WATER STREET, - - HALIFAX, NOVA SCOTIA



YOU WON'T BE SATISFIED UNTIL YOU OWN AN IMPERIAL MOTOR

You may be using a common motor this year and think you are getting satisfaction but sooner or later you will have to get the Imperial—the only motor that will satisfy you. Those motors that look well but are always clamoring for repairs will never suit the man who wants the best—and he finds the best is the Imperial.

A Splendid Motor for Pleasure Craft

The Imperial is light in weight, simple in construction and operation, develops great power from a small quantity of "essence," needs little attention and is equipped with the Thermex Odorless Exhaust Silencer—the greatest improvement in motor construction in modern days.

Write for Our Free Illustrated Catalog

Our new catalogue describes each size and type of Imperial in detail, tells you why, where and how it is the best all-round marine motor now on the Canadian market. It lists and describes the large outfit we give with each motor—by far the largest motor outfit offered by any motor manufacturer—describes the Thermex Odorless Exhaust Silencer in detail.

Drop a card for this catalogue to-day—one will be sent you by return mail.

Bruce, Stewart & Co., Ltd.

Charlottetown, P.E. Island

QUIT TAKING CHANCES ON YOUR STEEL LADDERS AND FIRE ESCAPES

EMPIRE STEEL LADDERS

Stand Alone, Unique, Unrivalled.



Recommended by Fire Commissioners Everywhere.

WHY?

They are the safest on the market—Last a lifetime. Made of the best selected steel—Width, 14 inches—Steps, 12 inches—Foothold 3½ inches—No rivets to rust off—No bolts to loosen.

Get protection by ordering at once. To-day is the day to write

EMPIRE STEEL LADDER, LIMITED

AGENTS WANTED -::- MONCTON. N.B.

James Pender & Co., Limited

SAINT JOHN, N.B.

Manufacturers of

The *"ACME"* Brands of

Coated Box and Galvanized Wire Nails

Bright Wire Nails, Horse Nails

"Standard" Toe Calks, Blunt and Sharp

WRITE US FOR PRICES

CRAGG BROS.
COMPANY, LIMITED

The Cutlery House
OF HALIFAX

Since the fire which occurred in our building in January last we have been preparing for the inauguration of a new building with a new stock, new systems,

NEW EVERYTHING

Our buyers have been combing Europe and America and have succeeded in obtaining many attractive bargains.

We invite all hardware buyers to come and see us in the most up-to-date outfit in the Lower Provinces

We use exclusively high grade ENGLISH Steel in our BEST Quality Axes

ESTABLISHED 1865

THE
JOSIAH FOWLER CO., LIMITED

MANUFACTURERS OF

AXES

Edge Tools
Striking Hammers and Sledges
Car and Carriage Springs and Axles
Hatchets, Chisels, Draw Knives, Etc., Etc.

One of our specialties— **Automobile Springs**

WRITE US FOR PRICES

Works: 97 to 111 City Road, St. John, N.B.

The Trade-Winning Qualities Assure SUCCESS



When you sell our paints you sell 100% real value in every can--a value that is required to increase business

JAMIESON'S PURE READY MIXED PAINTS

BRANDS:
Crown and Anchor
Island City
and Rainbow

We want all hardware men to know this paint as we do. Get acquainted at once. Write us for list of dealers who are now selling it. Then write them—they will back our claims and give you some valuable information.



Better get our prices and particulars to-day.
We guarantee the best possible results.

R. C. Jamieson & Co., Limited

Established 1858

Owning and operating P. D. DODS & CO., Limited

Montreal, Can.



Fall Painting

For the benefit of the trade, we are advocating fall painting. Our advertising campaign is just starting. From this campaign we turn over hundreds of orders to local dealers. Every pennysworth of M. L. Lines is handled by our dealers. Is your stock of our goods in proper condition for this business, Mr. Dealer? Remember to get our new color cards, etc.

501

Are You Stocked Up In Maple Leaf Lines For Fall?

See that you carry the lines that we help you sell through our organized department for developing sales for the retail trade. It means profit.

M-L Paints

are purest and best pigments ground in best oil, all ready for use. Good covering power and long protection in every tin.

Floglaze

a finish in all colors for floors, autos, buggies, outdoor furniture, etc. Get cards and prices. Good for indoors or out.

Flat Wall Colors

a washable non-streaking finish for interior walls and plaster. Get cards and prices.

Elastilite

a wonderful varnish for indoors or out, except for floors. Flows perfectly. Weather proof and exceptional in finish.

IMPERIAL VARNISH & COLOR CO., LTD.

6-24 Morse St., Toronto.
108 Princess St., Winnipeg.
365 Water St., Vancouver.

HOW ABOUT YOUR PAINT OIL DEPARTMENT?

If you could find a way to increase the profits in your paint oil department you would at least investigate it, wouldn't you? Then why not take the time NOW to increase your paint oil profit by investigating the

BOWSER PAINT OIL SYSTEM

We have installed systems for many of your fellow merchants—it pays them—it will pay you.

You can get one outfit or a dozen, just as your requirements demand. You don't have to invest much money but you get enormous returns.

The Bowser not only prevents all waste and over-measure, but it gives your store tone and attractiveness. It draws trade because you can give better service and cleaner oil. The pumps measure the oil directly into the customer's can—no measures nor funnels. It computes the charge and counts the gallons.

Send a card to-day for free book No. 15.

S. F. BOWSER & COMPANY, INC., TORONTO

66-68 FRASER AVENUE

For Twenty-seven Years Manufacturers of Self-measuring Pumps, Gasoline and Oil Storage Systems, Dry Cleaning Systems, etc.

RAMSAY'S PAINTS

Defy The Climate

They Are True Friends To The Painter



Our principal aim in the manufacture of this paint is "QUALITY" —the second, "PRICE."

When "RAMSAY" Quality and "RAMSAY" Price are considered this paint is the cheapest you can offer to the trade, yet the most effective.

Ramsay Profits Spell Paint Prosperity

if you are anxious to obtain better profits, communicate with us at once.

Our Guarantee Is Your Protection

We solicit a trial order, which, if it does not prove as satisfactory and effective as we claim, will cost you absolutely nothing.

A. Ramsay & Son Co.

MONTREAL

B-H "ENGLISH" PAINT

70% PURE WHITE LEAD – 30% PURE WHITE ZINC

100% PURE PAINT

Why Experiment when you don't have to?

You can settle the question of quality in paint for yourself and your customers at once and for all time, by handling a paint bearing a **formula guarantee** showing it is made on a white base of 70 per cent. pure white lead and 30 per cent. pure white zinc—100 per cent. pure paint.

This is the guarantee on every can of B-H "ENGLISH" Paint.

And all this large percentage of white lead is Brandram's B.B. Genuine—The standard of the world. We are in a position to use this large proportion of white lead because we are corroders and grinders of white lead—the only paint makers in Canada who corrode and grind white lead.

You recognize, and your customers recognize, that this guarantee formula means the highest grade of goods that can be made. It settles the question of quality—and **quality counts.**

Highest quality paint **brings customers,** brings them **back again**—and **their friends** with them.



Highest quality paint gives you confidence, and your clerks confidence, to go after business and to get business.

Write to-day for dealers' price list and data on the 1912 Fall Advertising Campaign back of B-H "English" Paint. Address our nearest office.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg



Everything put on with a paint or varnish brush.

There is one thing that we want every hardware dealer handling paints and varnishes to remember. That is, the completeness of the line of paints, varnishes, stains, colors, enamels, etc., manufactured by The Canada Paint Co.

They make everything your trade demands and have it in satisfactory quality, at a moderate price.

The Canada Paint Co. is one of the oldest established businesses of its kind in the Dominion. Their products are favorably known from one end of the country to the other, and so they are easy for the dealer to sell to the buying public.

As you are constantly in the market for something they manufacture, the next time your stock is low on any particular item, write them for prices or talk to the C. P. Co.'s representative about it.

THE CANADA PAINT CO., Limited

Paint, Varnish and Dry Color Makers, Linseed Oil Crushers

Factories and Offices—Montreal, Toronto, Winnipeg. Oxide Mines—Red Mill, P.Q.

MURESCO

30,000,000 POUNDS SOLD IN 1911

WHY?

BECAUSE

It covers more surface and covers it better with one coat than any other similar material on the market.

Of the nature of its ingredients it is highly sanitary.

It does not rub off, crack, peel, blister or show laps when properly applied.

It is so easily applied.

Every lot manufactured is carefully tested before shipping.

Send for Color Cards and Literature

Benjamin Moore & Co., Limited

TORONTO NEW YORK CLEVELAND CHICAGO

CONTEST



Gold! Silver! Copper! Bills!

FREE



A GLASS JAR FULL!

Everyone Purchasing a Quart of

Silkstone Flat Wall Colors

is entitled to a guess as to the amount in the jar, and as many more guesses according to the amount purchased between September 1st and September 30th, four guesses to a gallon, etc.

Open to Everyone Except Employees of G. F. Stephens & Co., Limited

PROPOSITION TO DEALERS

We are putting on this contest in your interests. It will draw many people to your store to purchase Silkstone Flat Wall Colors. We are using space in Newspapers, Magazines, Farm Journals, etc., calling attention to this contest and we will refer all replies to you. You will be supplied with coupons to give away with each purchase of Silkstone, and the purchaser can mail their guesses direct to us.

You will also be furnished with exact size photos of this jar, particulars as to weight, etc., cards for your window and counter and other advertising matter.

Everything which makes it easy for you to handle the business will be done. Everything which will send the buyer to you will be done. Everything which will help you increase your paint sales and profits is being done.

STARTING SEPTEMBER 1st and ENDING SEPTEMBER 30th

The contest should open your Fall Paint Trade with a rush, should give you the chance to introduce yourselves as the paint people. Get in first and your opposition will never worry you.

A GUESS TO A QUART!!—FOUR TO A GALLON!!!



The Original Sealed Package to the Winner—Charges Prepaid



G. F. STEPHENS & CO.

LIMITED

WINNIPEG — CANADA

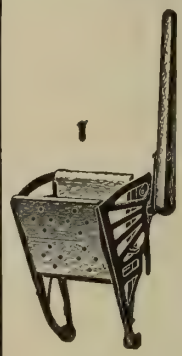
Branch at Calgary, Alta.

Look For This Trade Mark Then Buy The "White" Mop Wringer











WHITE MOP WRINGER CO.

FULTONVILLE, N.Y.



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

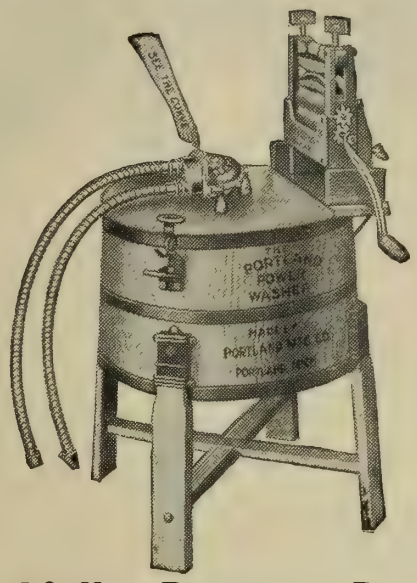
JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

FROM STOCK



Only 20 lbs. Pressure Required

The Supreme Test

The supreme test of a Washer's worth is the way the Washer washes. Try it out with the Dirty Shirt test. Take an unusually dirty but originally white shirt, run it through the Portland Water Power Washer, and you'll find that the shirt itself is not only perfectly clean (provided, of course, that the dirtiness of the shirt isn't due to paints, etc.), but that the neck and wrist bands too are spotless.

The Portland is a trouble-less washer—it relieves all washer worries.

Made complete in our own factories—washer, motor, and furniture finished tub.

If you're looking for a quality washer that's really worth while get after your hardware jobber, or write direct to us.

HENDERSON & RICHARDSON

Formerly J. A. HENDERSON
Board of Trade Building, MONTREAL

SOLE CANADIAN AGENTS FOR

PORTLAND MFG. CO., - Portland, Mich.

The Largest Manufacturers of Washing Machines in the World

MAKE MORE MONEY

by featuring the line of varnishes that has made good the world over—



INTERNATIONAL

Varnish and Varnish Specialties

Sterling Quality is put into every "International" Can before the label is attached, and the dealer is assisted by our co-operation in the form of original and forceful selling helps.

Here are some of our leading lines that have been recognized as the standards of good quality for over 40 years:

TRADE ELASTICA MARK — **Floor Finish**

TRADE FLATTINE MARK — **Finishes**

LACQUERET — HOUSEHOLD LACQUER — **House Lacquer**

TRADE KLEARTONE MARK — **Stairs**

Satinette — **White Enamel**

Get details of our proposition.

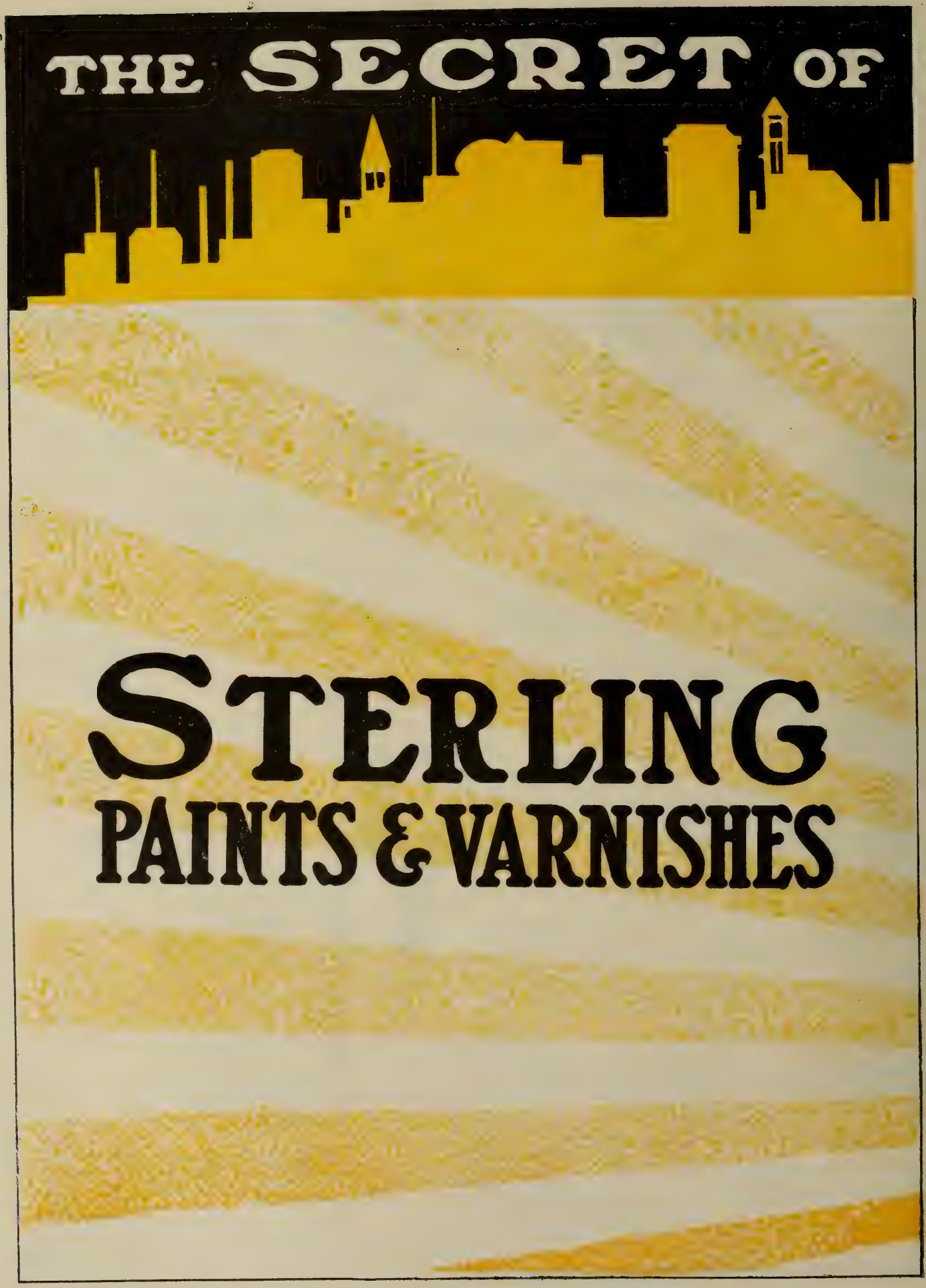
K16

TORONTO **INTERNATIONAL VARNISH CO. LIMITED** WINNIPEG

Canadian Factory of STANDARD VARNISH WORKS

NEW YORK CHICAGO LONDON BERLIN BRUSSELS MELBOURNE

Largest in the world and first to establish definite standards of quality


THE SECRET OF
STERLING
PAINTS & VARNISHES

PAINT SUCCESS

The fact we are constantly receiving re-orders and many new customers is sufficient proof of **"Sterling"** success. **Sterling Prepared Paints** have reached and retained the highest point in Paint Quality and Paint Efficiency.

Prompt Shipments Assured.



Hundreds of satisfied "**MIN**ERVA" Agents testify to the quality of **MINERVA PAINTS**, the famous British Brand, and to the increased profitable business created by our forceful, energetic help in direct support of their business. It's time you looked into the **MINERVA PROPOSITION**—it's profitable.

Ask any Minerva Agent. Names furnished on request

Pinchin, Johnson & Co. (Canada), Limited

377-387 Carlaw Avenue - - Toronto
128 Princess Street - - - Winnipeg

DISTRIBUTORS AT CONVENIENT SHIPPING POINTS

REGINA—Peart Bros. Hardware Co., Ltd., Distributors for Southern Saskatchewan.
SASKATOON—The Saskatoon Hardware Co., Ltd., Distributors for Northern Saskatchewan.
CALGARY—The Western Supply & Equipment Co., Ltd., Distributors for Southern Alberta.
EDMONTON—The Western Supply & Equipment Co., Ltd., Distributors for Northern Alberta.
VANCOUVER—Wm. N. O'Neil Co., Limited, Distributors for British Columbia.
LETHBRIDGE—The Western Supply & Equipment Co.

Here is a profitable line for your consideration.



No. 112

One of our popular mission designs stocked in a number of finishes or unfinished.

Mantels Grates
Tiling Andirons
Fenders Spark Guards

Write for catalogue showing full lines.

THE WINNIPEG PAINT AND GLASS Co LTD.
EVERYTHING FOR A BUILDING



Well advertised goods sell easily.

The up-to-date merchant does not waste his time in pushing lines of goods that are not well known. If there is a leading, high quality, well advertised brand on the market he stocks it, and by advertising the fact attracts to his store possible buyers who have become interested.

This means easier sales and larger sales. This is the experience of dealers handling Sherwin-Williams Paints and Varinshes. Sherwin-Williams advertising attracts the customers, Sherwin-Williams quality holds them. Are you selling Sherwin-Williams Paints and Varnishes?



SHERWIN-WILLIAMS PAINTS & VARNISHES



Address all inquiries to *The Sherwin-Williams Co. of Canada, Limited*, Montreal, Toronto, Winnipeg, Vancouver.

Unusual Expansion

Ordinary paint can only give ordinary service—and ordinary service will never win good-will and build business.

It's the extraordinary paint and the unusual advertising that offer unlimited possibilities to progressive dealers.

Know "High Standard" Paint and Lowe Brothers' "Selling Helps" and you will realize how true this really is.

Are you willing to be shown?

Lowe Brothers LIMITED

TORONTO

LYON-MONKHOUSE, LIMITED, WINNIPEG

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

There's no Experiment Selling "New Era" House Paint

It is so well advertised, known and used that dealers who do not handle it soon realize they are neglecting their own interest as well as that of their customers.

NEW ERA PAINT will hold its color better, last much longer, give a better finish, cover more surface and withstand the weather better than many higher-priced brands. New Era is perfectly pure and is sold at a moderate price.

Write for New Catalogue and Trade Discounts.

Standard Paint & Varnish Co.

WINDSOR, ONT. LIMITED

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER . . . ONTARIO

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper



Are You Satisfied With Your Varnish Business?

ARE YOU making as much profit as you would like? Are you selling as many gallons as you should?

Are your varnish shelves in harmony with the high-quality standard of the rest of your store?

Or have you a miscellaneous assortment of many makes — good, bad and indifferent?

Are you proud of your varnish stock and your ability to supply your trade?

These are rather leading questions, to be sure—but in the light of our new selling plan they are questions many dealers should ask of themselves.

BERRY BROTHERS' VARNISHES

THERE is a better way of buying varnish than you may have known. It is a new way—devised and put into operation by us during the past year.

It leads to better profits—to bigger busines — to more uniform, consistent, higher quality varnish stocks.

It is a plan you should know about.

Some one dealer in every business center can get the benefits of it. Why not you?

Write to-day for particulars, without placing yourself under any obligation.

BERRY BROTHERS, Limited
WALKERVILLE, ONT.



Sell GLUE in packages--it means less handling--more profit



BRANTFORD ALL AROUND GLUE

weighed and wrapped ready to hand over the counter.

NO MUSS—NO FUSS—
NO LOSS OF TIME

¼ pounds, ½ pounds, pounds. **Everybody's Glue Size**, in pounds only.

The quality is there and will be maintained.

ASK YOUR JOBBER FOR PRICES AND DISCOUNTS

PROTECT your show-cases by using the

BRANTFORD COIN MAT

same as cut at left in Blue and Orange.

WRITE US FOR ONE.

CANADA GLUE CO.
LIMITED
BRANTFORD, ONT.

Manufacturers of Glue and Gelatine of all kinds and for all purposes.

25%
TRADE DISCOUNT
— OFF PRICE LIST "A-17" —

METAL CEILINGS & WALLS
WRITE US FOR THIS LIST
The Galt Art Metal Co., Limited (Dept "C")
GALT, ONT.

The P's and Q's of the Paint Store Man

"If you would succeed you must mind your Ps and Qs." "Quality" and "Profit" trip up too many business men. They get profit too high, quality too low, and wonder what was wrong when the crash comes.



MARTIN-SENOUR PAINT 100% PURE

is a real business insurance. Its quality and a reasonable profit will make your business boom. The dealers who know say so. Write today for the proof and our proposition to insure your business the same way.

THE MARTIN-SENOUR CO., Limited

Pioneers of Pure Paints

MONTREAL CHICAGO WINNIPEG LINCOLN

We Have Confidence

in our goods. We know exactly what goes into our varnish and we know why it is good. We know that our business is increasing and we know that this is because the public and the hardware men recognize a good thing when they see one.

Are you handling DOUGALL VARNISH? If not, you have not the best to offer your customers.

There is no better varnish than Dougall Varnish; and if you handle it, it will pay you well.

Let us send you particulars—A post card will bring them.

THE VARNISH THAT LASTS LONGEST

The Dougall Varnish Company, Limited

305 MANUFACTURERS ST. J. S. N. DOUGALL, President

MONTREAL CANADA

Associated with Murphy Varnish Co., U.S.A.

TRADE MARK
KEYSTONE
BRAND
REGISTERED

"As nearly perfect as you could make them"—This is what one of the largest dealers said a few days ago with reference to the polished handles on our

Klondike and Jubilee Brooms

The finest corn, high-class workmanship and a perfect handle will produce a Broom easy to sell and on which a good profit can be made.

Now is the time to order a supply.

Stevens-Hepner Co., Limited
PORT ELGIN - - ONTARIO

Enthusiasm

To sell goods and make profit you must develop this quality. Home made goods always did make you feel that way. That is why so many hardwaremen throughout Western Canada are selling our

METAL CEILINGS, SHINGLES, SIDINGS AND CORRUGATED IRON

and making nice profits.
They have seen them made. They know they are right. They can get them in a hurry.
All these things will be at your service when you hook up with us.

WRITE TO-DAY.

Winnipeg Ceiling and Roofing Co.
P.O. Box 2186 H. Winnipeg, Man.



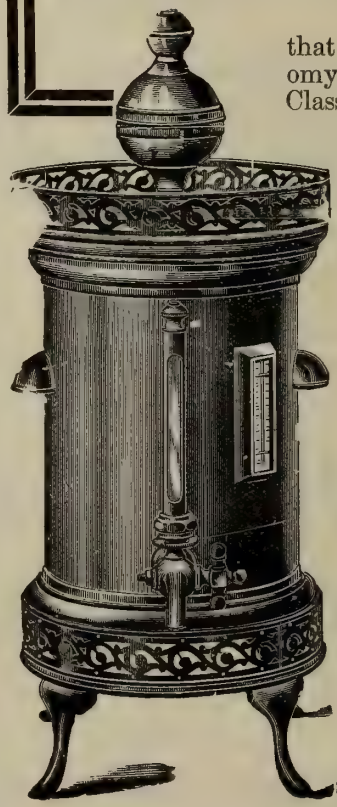
No. 600 A A
Wide Mouth

MAPLE CITY OILERS

We manufacture the most complete line of oilers made in America, including Pump, Engineers', Machinists', Mowing Machine and Railroad Oilers, Tallow Pots, Engineer Sets, Torches, Lamps, etc.

MAPLE CITY MFG. CO.
MONMOUTH, ILLINOIS, U.S.A.

Up-to-date Urns



that introduce "Real Economy" to the user. High Class Hotels, Restaurants and Cafes buy them on sight and are always satisfied with the results.

Our Urns are attractively designed and made from the finest material. They are easy to clean, absolutely sanitary and rustproof.

We solicit your inquiry for fuller information—write at once.

THE BUFFALO MFG. CO., Buffalo, N.Y.

Canadian Representatives
H. F. McIntosh & Co.,
28 Toronto St., Toronto

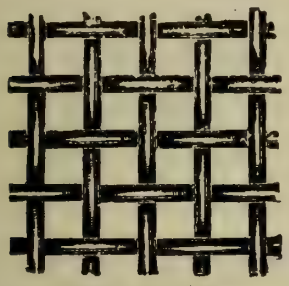
Western Representatives:
DAVID PHILIP,
Winnipeg, Man.
291½ Portage Ave.
TEES & PERSSE, Ltd.,
Calgary, Alta.
R. A. OGILVIE,
Vancouver, B.C.
P. O. Box 856.

Eastern Representative:
JAS. S. PARKS,
446 St. Paul St.,
Montreal.

CANADA WIRE & IRON GOODS Co
Hamilton, Canada.

Have you seen our Indestructible Factory Stool?

OUR STOOLS eliminate all breakages and your men's time spent in repairing the old wooden "Make Shift"



WIRE CLOTH

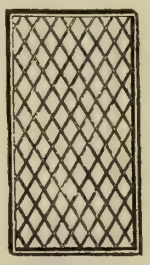
There is no kind of Wire Fabric required in the production of any machine or manufactured article that we cannot furnish.

One of our Wire Signs on your building makes the cheapest and most permanent advertising you can have. Can be read at a great distance, day or night. Let us quote you.

We manufacture Wire Guards for Skylight and Factory Windows, Basement Windows, Stable Windows and Stall Partitions, Tool Room Partitions and Lockers.

We specialize in all kinds of Steel Cells, Steel Work, etc., for Prisons. Jails and City Lockups constructed according to Architects' plans and specifications or under our own supervision.

CORRESPONDENCE SOLICITED.



Window Guards For Factory Windows.

THERE WILL BE A LARGE DEMAND FOR
THE CORONA ROASTER
AFTER ONCE INTRODUCED



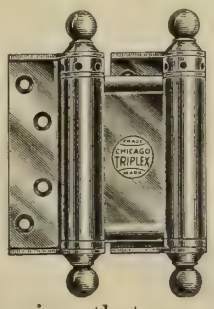
This is a roaster that has become indispensable in thousands of homes. It is VERY ATTRACTIVE, and is sure to find ready buyers in your vicinity.
A double air jacket, yet all of one piece of steel. THE HARD, GLOSSY ENAMEL IS AS EASILY KEPT CLEAN AS A DINNER PLATE. Has no seams to cause trouble, or creases to make it hard to clean.
ABSOLUTELY GUARANTEED and backed by our long retained reputation for HIGH QUALITY.
Write us for catalogue and full particulars.

THE ENTERPRISE ENAMEL CO., Bellaire, Ohio.

CHICAGO SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO — NEW YORK

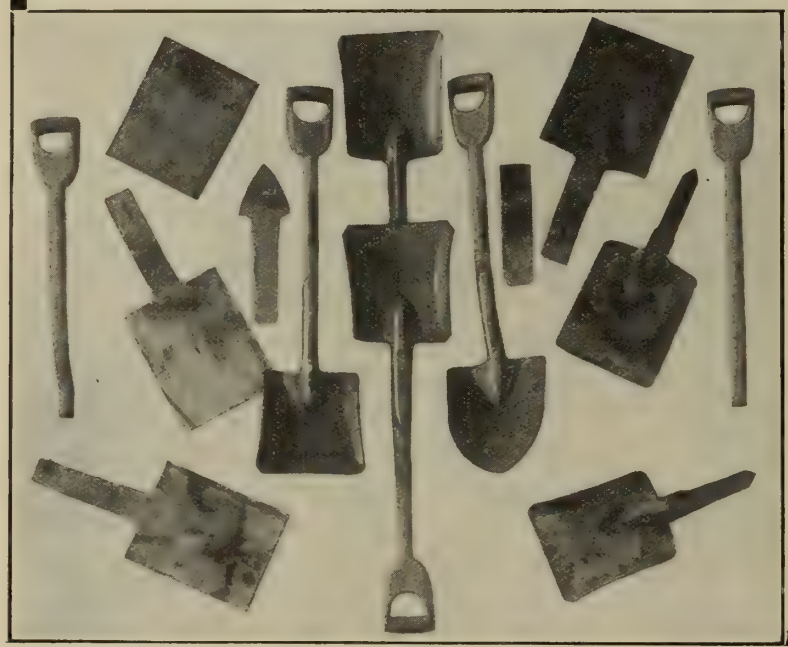
LUNDY SHOVELS

Have All The Qualities That Are Essential to Rapid Sellers

Our shovels are not experiments, but products that have been proven superior to other brands.

They are made from Open Hearth Crucible Steel. The strap is extra strong, being double ply and carefully welded. The point of the blade is never heated during the process, adding extra strength there also.

LUNDY SHOVELS IN VARIOUS STAGES OF CONSTRUCTION



Our Shovels yield a splendid profit

and are the best insurance against dissatisfied customers—they are the kind that bring larger business.

LUNDY SHOVELS are excellently finished and are very attractive.

We make three grades so as to completely meet the requirements of the trade.

If your jobber does not handle them, write us direct.

We guarantee quick shipments and complete satisfaction.

GIVE THEM A TRIAL.

The LUNDY SHOVEL AND TOOL CO., Ltd.

General Office and Works:

PETERBORO, ONTARIO

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg; Tees & Persse of Alberta, Ltd., Calgary; E. E. Crandall, Vancouver, B.C.; N. B. Misener, Toronto.

H&R ARMS CO

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer, and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington Richardson Arms Co., 715 Park Avenue, Worcester, Mass.



Profit that pays

What does it profit a man to make a sale of roofing that doesn't give satisfaction?

You make a little from that first sale, but—you don't make any more.

Genasco

THE TRINIDAD-LAKE-ASPHALT Ready Roofing

is the roofing that *DOES* give satisfaction.

Trinidad Lake Asphalt has natural oils that impart life to Genasco and make it last.

Satisfaction brings customers back again. That means accumulative profit—the kind that pays.

Order Genasco from your jobber, and be ready with "the goods."

The Kant-leak Kleet is the up-to-date fastening for smooth-surface roofings.



THE BARBER ASPHALT PAVING COMPANY

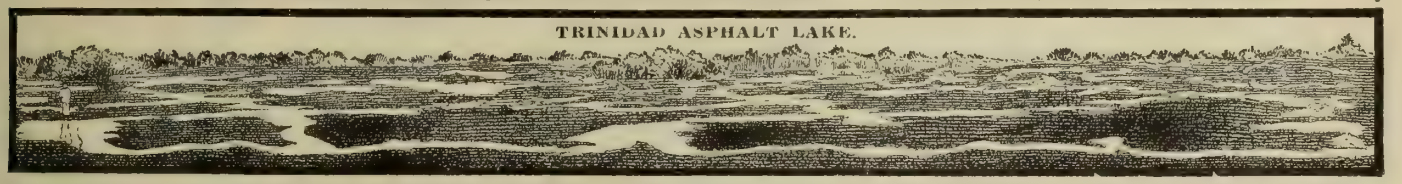
Largest producers of asphalt, and largest manufacturers of ready roofing in the world

PHILADELPHIA

NEW YORK SAN FRANCISCO CHICAGO

Caverhill, Learmont & Company, Distributing Agents—Montreal, Winnipeg and Vancouver. D. H. Howden & Co., Ltd., 270 York St., London, Ont.

TRINIDAD ASPHALT LAKE.



HIGH GRADE CUTLERY—ELECTRO PLATE & SOLID NICKEL SILVER FLATWARE

"JUMBO" Forks, put up with our 12 dwt. knives in a lined case, make a highly acceptable gift.



Jumbo Forks

EVERY SET CONTAINS OUR GUARANTEE.

The McGLASHAN, CLARKE CO., Limited

NIAGARA FALLS, ONTARIO

AGENTS: J. Mackay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont. David Philip, 291 Portage Ave., Winnipeg, Man. Benj. Rogers, Charlottetown, P.E.I.

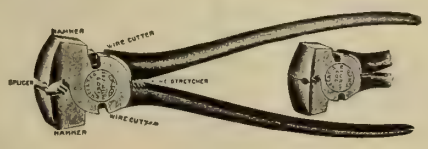
If You Want The Best

GET "UTICA" BRAND

Manufactured by the

Utica Drop Forge Co.

Utica, N.Y.



UTICA QUALITY

is known everywhere.

TRADE U TI CA REG. U. S. MARK PAT. OFFICE

All goods carry this trade-mark.

Sold in Canada by

SMITH HARDWARE CO., Limited

240 LEMOINE STREET MONTREAL

Henry Rogers, Sons & Co., Ltd.

WOLVERHAMPTON, SHEFFIELD and LIVERPOOL

The Old Established House

for

METALS

HRS&Co

Trade Mark.

HEAVY AND
SHELF HARDWARE

Obtain Prices for Fall Shipment

Canadian Branch:

6 St. Sacrament St., Montreal

MAYMORE



OUR NEW
CATALOGUE
of
BUILDERS'
HARDWARE

IS JUST BEING ISSUED
APPLY NOW FOR A COPY
to

THOMAS·W·KIRBY

48. YONGE ST. ARCADE TORONTO.

Manufactured by

MAY & PADMORE LTD. BIRMINGHAM.

American Sickle Grinder

Sells on sight to FARM TRADE.

This grinder is of the Enclosed Machine-Cut Gear Type and is especially adapted for all kinds of grinding, such as Plow Points, Axes, Scythes, Sickles, etc.

The selling price will appeal to the farmer, the profits will appeal to you.

Every Grinder is guaranteed.

No. 4



Write for Circulars and Prices NOW.

American Grinder Mfg. Co.
Milwaukee, Wis., U.S.A.

Merchants Hardware Specialties Co., Ltd.,
Calgary, Alta., (Agents for Western Canada.)

The "RENFREW" Handy Two-Wheel TRUCK SCALE

"A Convenience and Protection for Farmers"

This is a scale that pays the dealer A VERY ATTRACTIVE PROFIT—a scale that is becoming more and more popular every day with farmers.

It is absolutely accurate and has many advantages over the common scale.

With this scale in his possession the farmer knows the exact weight of the products he is selling—he is armed against short weights.

The "RENFREW" TRUCK SCALES are GOVERNMENT TESTED and have been awarded their GOVERNMENT CERTIFICATE without question, and are backed by our WRITTEN GUARANTEE to be just as represented, and to give a long, reliable service. Capable of weighing anything from a single pound to 2000 pounds.

The "RENFREW" TRUCK SCALES are rigidly built and will stand all kinds of rough usage.

LET US SEND YOU ONE. Show it to every farmer who comes into the store, and see how many you can sell.



Write for Circulars and prices NOW.

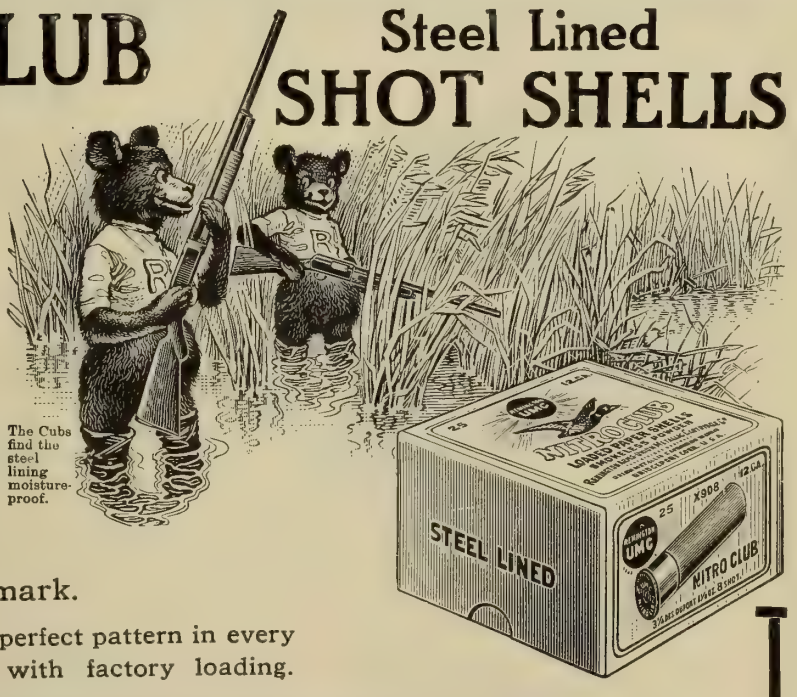
Renfrew Scale Co.

RENFREW, ONT.

REMINGTON UMC TRADE MARK

NITRO CLUB Steel Lined SHOT SHELLS

They're the speed shells — Speedier than the swiftest flying duck.



The Cubs find the steel lining moisture-proof.

In Remington-UMC Nitro Club Shells, the powder charge is gripped in steel. This gives the exact compression needed to get all the drive of the explosion behind the load—to send it quickest to the mark.

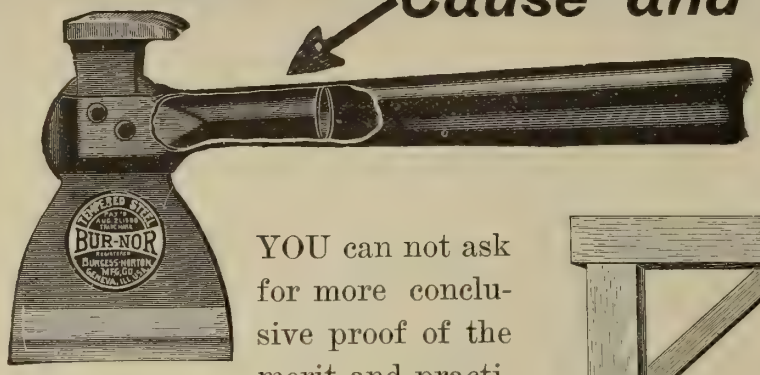
100% of speed—the same speed with perfect pattern in every shell assured by the steel lining with factory loading.

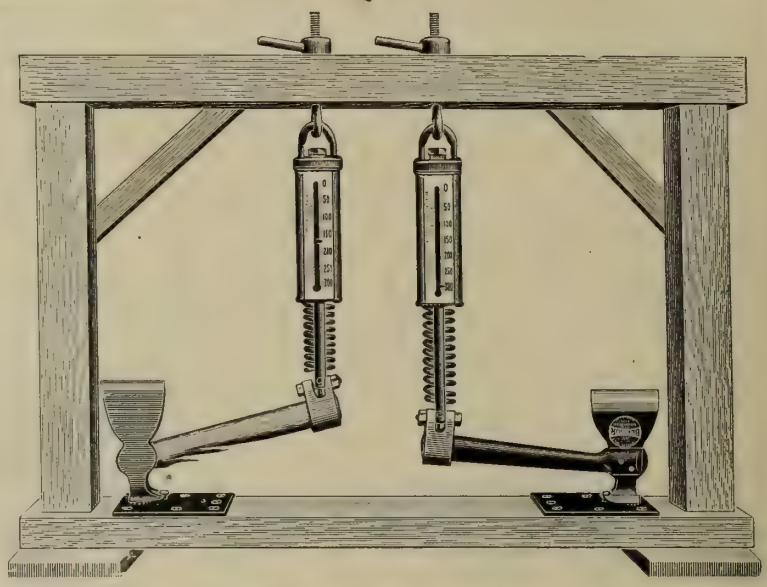
Advise your sportsmen customers to shoot Remington-UMC Arrow and Nitro Club Steel Lined Shells—world beaters at Olympic Games, winners of 16 out of 19 big national handicaps. See that your shooters **know** about Remington-UMC **speed plus pattern in any make of shotgun.**

Remington Arms-Union Metallic Cartridge Co.

299-301 Broadway : : : New York City

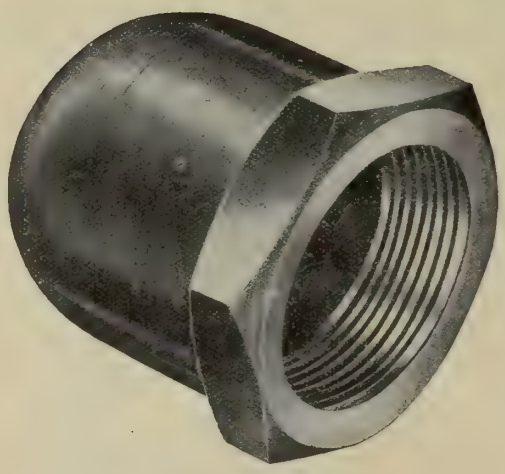
Cause and Effect





YOU can not ask for more conclusive proof of the merit and practicability of Bur-Nor Hatchets than given here. Study these cuts; note the figures, and then write at once for catalogue and prices of the hatchet whose Handle tests 50 per cent. stronger than second growth Hickory. Whose blades are tempered in oil.

Burgess-Norton Mfg. Co.,
Geneva, Ill., U.S.A.



IT PAYS TO USE
NAMCO MILLED PRODUCTS

BECAUSE customers can get the service and quality they desire on their milled work. NAMCO products have built up a reputationfor accuracy and finish. Send in your specification and samples for a quotation. Special prices made on quantities of a kind.

Or we will send you a booklet showing over 200 examples of parts we have actually made for customers. Ask for the "Special Products" book.

The complete stock of standard products in our warehouse insure customers of immediate delivery. Cap and Set screws, and nuts (plain or castellated), furnish on a contract if you desire.

We have a complete list of our "Standard Products." Ask for booklet.

The National Acme Mfg. Co.

Screws, Bolts, Nuts and Special Milled Parts
Montreal, St. Henri, at G. T. R.

Cut Down Your WRAPPING PAPER Expense

We Can Help You

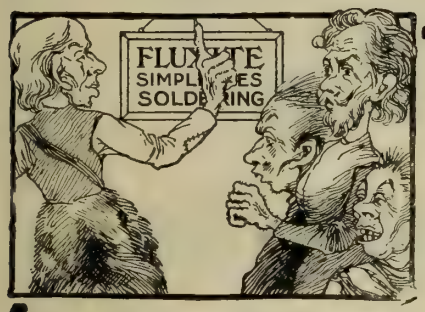
to cut down this expense if you co-operate with us and use our WRAPPING PAPER. We manufacture a complete line of all lines of high grade Wrapping Papers. Let us quote you prices—then you will realize what a saving it means to you.

DO NOT DELAY WRITE AT ONCE

ALEX. McARTHUR & CO., LTD.,

82 McGILL STREET
MONTREAL

F. J. COX, Winnipeg, Sole Agent for West



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anvone can use it. Plumbers and other mechanics **will** have

FLUXITE

the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

Easy to use. Easy to sell.

Of the Jobbers and Factors in small and large tins. Remember it in your indents.
Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.
General Representatives: SAYWELL'S SALESMEN, 61 Albert Street, Winnipeg.

Good Profits and Entire Satisfaction are Assured

the dealer who handles and boosts

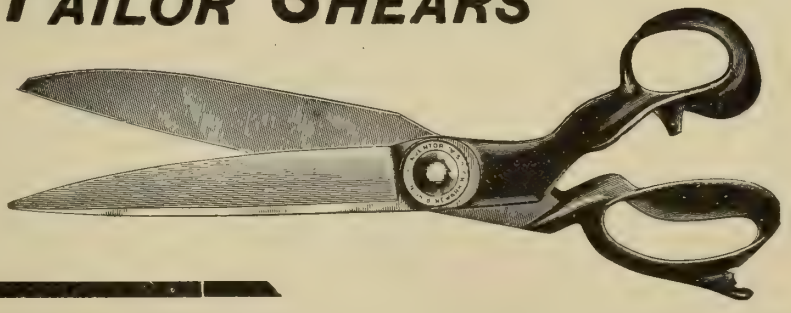
HEINISCH TAILOR SHEARS

They are made from the highest quality materials and by skilled workmen, and have a finish and temper that have enabled us to gain a reputation for which our competitors are continually striving.

We also manufacture Scissors, Tinners' Snips, Trimmers---and guarantee them inferior to none.

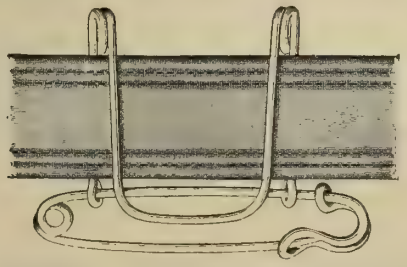
Get them from your jobber.

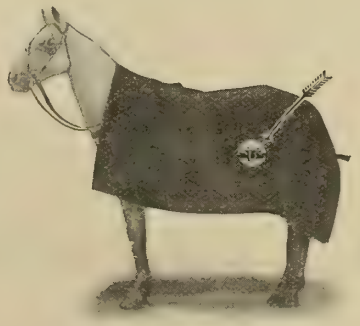
R. Heinisch's Sons Co., Newark, N.J., U.S.A.



ELY'S DANDY SUREHOLD BLANKET FASTENER







THEO. J. ELY MFG. CO.
ERIE, PA.

Sample pair sent on receipt of 10c. to cover postage

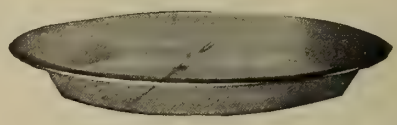
OAKVILLE

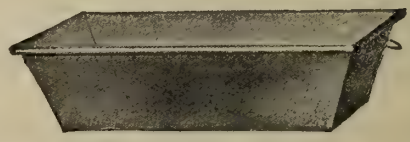
WARE MFG. CO. LTD. OAKVILLE PURE ALUMINIUM WARE

Pure Aluminium Ware

"WILL OUTWEAR ANY WARE."







MR. DEALER:

For the sake of your reputation and prestige, as well as for the sake of your purse, it would be good policy on your part, if you have high-class trade, to recommend PURE ALUMINIUM KITCHEN UTENSILS.

Pure Aluminium Utensils will practically never wear out. There is nothing to chip, scratch or break off. They will not rust. They will not chip or crack, neither will they burn—even though food may be burnt in them—they can readily be cleaned off as good as new. The burning has no effect whatever upon the utensils.



You can pound OAKVILLE ALUMINIUM ware with a hammer all out of shape, but it can be restored to its original shape and be as good as ever.

There are no seams to cause leaks.



Food cooked in ALUMINIUM Vessels cooks quicker and better, consequently, they consume less fuel and are a saving to the housewife.

PURE OAKVILLE ALUMINIUM WARE is made right in Canada with the best workmanship and from British made Aluminium.

Write us to-day for our price list and special offer for the month of September.



WARE MANUFACTURING CO., LTD.

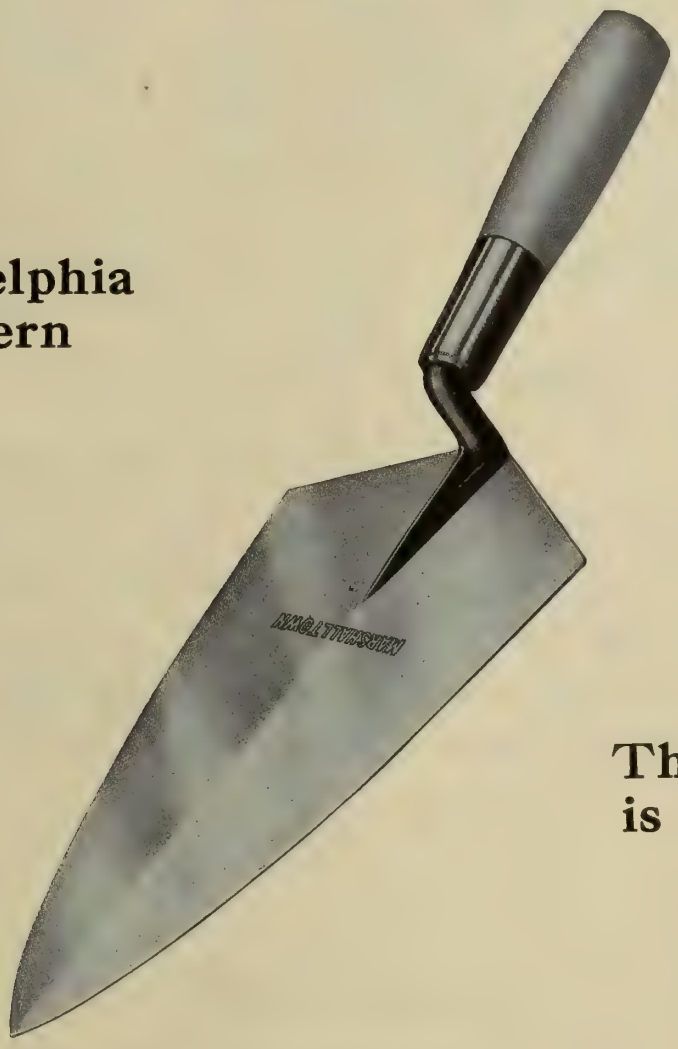
220 King St. West, - - - TORONTO

524

The "MARSHALLTOWN" No. 19

The Trowel of Quality

Philadelphia Pattern



The Hang is Perfect

THE QUALITY IS THE BEST

MANUFACTURED BY

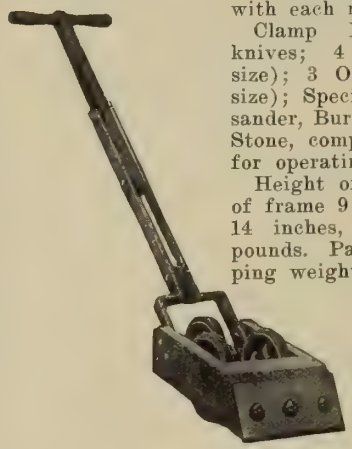
MARSHALLTOWN TROWEL COMPANY

MARSHALLTOWN, IOWA

Fox Floor Scraper No. 1

Manufactured Under Fox Patents

The Fox Floor Scraper is built on the only correct principle, and it is guaranteed to be the best machine with which to produce an even, smooth surface on any kind of hardwood flooring, including Georgia pine, fir, ash, etc. It does not require an expert to run it. It will not jump, chatter or leave waves. One man with the Fox Scraper can do the work of five men with hand scrapers, and do it better, thus saving you the price of the scraper on one or two small jobs. The following knives and tools go with each machine:



Clamp Block for sharpening knives; 4 Crown Knives (large size); 3 Old Floor Knives (small size); Special Knife, substitute for sander, Burnisher, File, Wrench, Oil Stone, complete set of instructions for operating.

Height of frame 4 inches, width of frame 9 inches, length of frame 14 inches, blade 3x9, weight 85 pounds. Packed one in a box; shipping weight 95 pounds.

Manufactured by

Fox Supply Co.

Brooklyn, Wis.

Sold in Canada by:

The E. Cavanagh Co., Ltd. Montreal
The James Walker Hdw. Co., Ltd. Montreal
The Durand Hdw. Co., Ltd. Montreal
Frothingham & Workman, Ltd. Montreal
Canadian Equipment and Supply Co., Ltd., Calgary, Alta.
Simmons Bros., Kingston, Ont.

STILL'S

AXE HANDLES

Every dealer should get acquainted with STILL'S Axe Handles.

Progressive dealers all over the country are increasing their trade and profits by handling our QUICK SELLING SPECIALTY.

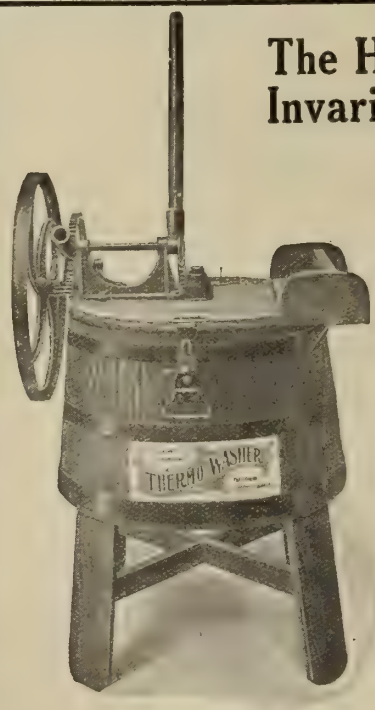
STILL'S AXE HANDLES REPRESENT ALL THAT IS BEST IN QUALITY OF MATERIALS, SKILLED WORKMANSHIP AND COMPLETE MANUFACTURING FACILITIES.

Meet the coming demand with a fair trial order. We assure satisfaction.

J. H. STILL MFG. CO., Ltd.

ST. THOMAS, - ONT.

The Housewife Will Invariably Choose The "THERMO"



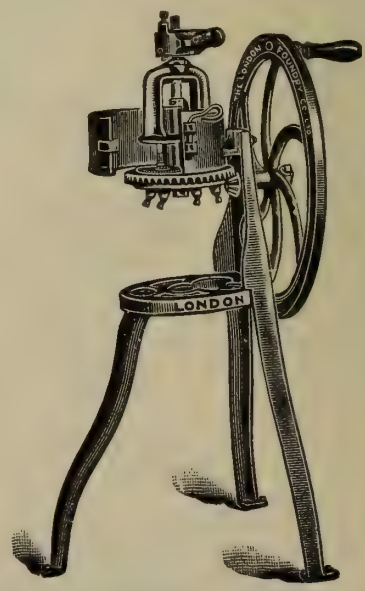
She can see in a minute why the "Thermo" works so easily. It combines a fly wheel with a lever motion, and requires only about half the power of an ordinary washer.

The "Thermo" is stoutly built, and all working parts are so simple as to cause little wear. The legs are cross braced and rigid.

The "Thermo" does the washing **right.**

Stock a sample—you'll sell many.

"GREEN" Bone Cutters



These are machines that prove most essential for winter laying fowl.

Made in from **Small Hand** to **Large Power Machines.**

Stock one of our cutters on trial—place it in your window and it will attract many poultry raiser's attention, and practically sell itself.

We guarantee satisfaction.

Write for full details and prices.

The London Foundry Co. Ltd., London, Canada

F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto:
MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)



GOODHUE BELTING



For GOOD PROFIT

Goodhue Belts

Stretch from 15 to 25% LESS Than Any Other

Goodhue Belts

Are Guaranteed To Be RELIABLE, ECONOMICAL And SATISFACTORY

Think what a saving your customer will incur if you sell him **"Goodhue" Belts.** He will be so well satisfied that he will send you many re-orders, as a result.

It doesn't pay to sell an inferior belting when the "Goodhue" is procurable, even if the profits are larger. The dealer who does is certain to lose money.

The "Goodhue" Acme Waterproof Belting is made for wet places, and is particularly distinguished for this special work. Makes a splendid thresher belting.

Write us at once for full particulars and prices. A trial will convince you that it is the best belting you ever handled.

J. L. Goodhue & Co., Ltd.

DANVILLE, P.Q.

WE MANUFACTURE
The Highest Grade Wire Products

Write For Prices of Our

Baling Wire - Bale - Ties
WIRE NAILS

(All Sizes)

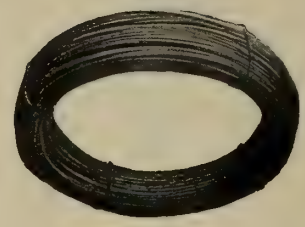
OILED AND ANNEALED WIRE.
FENCE STAPLES.
POULTRY NETTING STAPLES.
BRIGHT WIRE.
WIRE STRAIGHTENED AND CUT TO LENGTHS.
WIRE BARREL HOOPS.
RUBBER TIRE WIRES.

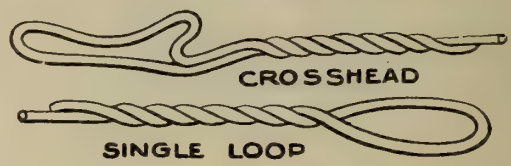
We have the facilities for turning out wire for almost every purpose at a *reasonable price.*

All orders receive our prompt attention and quick delivery.

Give us a trial and you will be our steady customer.

All hardware jobbers handle our wire products.







The Laidlaw Bale-Tie Co. Ltd., Hamilton Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM

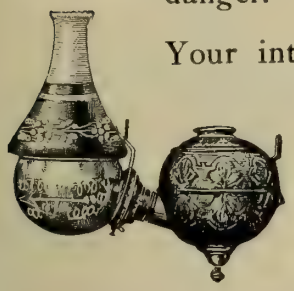
MANUFACTURED SOLELY BY

The Gutta Percha & Rubber Mfg. Co. of Toronto, Limited

Toronto Montreal Halifax Winnipeg Calgary Vancouver

LIGHT is necessary—the only question is "Which is best?"

The people of your community are entitled to have the best light at the smallest cost of maintenance and without unnecessary labor, odor, smoke or danger.



Your interest in your community aside from the interesting profits involved should cause you to sell Angle Lamps.

All Styles, 1 to 8 Burners.

Angle Manufacturing Co.
244-246 West 23rd Street
New York City

Chances for Business

In these days of prosperity large public buildings are constantly being planned in all parts of the country.

These are your chances for getting business.

Good air is a necessity in all buildings, but more especially in those built for public use.

The best way to get good air is by the use of our

J. W. HARRIS Ventilators



They have been tried all over Canada, and have never failed to give complete satisfaction.

St. John, N.B., Feb. 8th, 1909.

J. W. Harris Mfg. Co, Ltd.,
Montreal.

Gentlemen:

We have had no complaints from any of our customers regarding your "J. W. HARRIS ROTARY VENTILATORS" we purchased from your Company.

Yours truly,
J. E. Wilson, Limited.

Write us for terms.

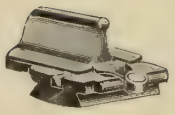
The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal



Mentioning TRADE MARBLE'S MARK Means Many More



Dollars to Dealers

For there is veteran trapping and shooting experience back of every new Marble offering for Sportsmen—every new Marble utility is an **intelligent and satisfactory** answer to a **genuine want**—that's why profitable demand follows so quickly and liberally the introduction of each new Marble Ingenuity.

"Marble" thinks from the sportsman's viewpoint—anticipates new needs and **creates new** business for the dealer by developing new and intensely practical suggestions.

For example—this latest appeal to riflemen—

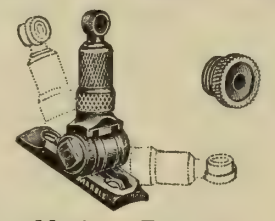
TRADE MARBLE'S MARK DUPLEX FRONTSIGHT

a remarkable ingenuity, combining coarse and fine bead in one compact unit—now being introduced by liberal advertising in thirty-four Big Magazines, including nineteen Sporting Periodicals and four Military Journals.

Most compact, effective front sight known—**sure to appeal instantly** when shown, and the price pleases. Wide market for this. Write your Jobber for prices to-day and stock it in time for the big hunting season and the demand we are creating by our advertising.

HERE IS ANOTHER

"extra dollars" Marble offering, already well advertised and favorably known, that is promptly appreciated by every marksman



Marble's Famous Flexible Rear Sight

and hunter. Unequalled for quick and accurate aiming. For all American rifles. Big sale for this now — your jobber knows!

60 Marble Ingenuities



needed and wanted by every sportsman, call for your careful investigation of the entire Marble line. You may now be overlooking many easy sales and profits—such as Marble's Famous Safety Axe and **Game-Getter Gun**, and little things like Marble's—

Handy Coat Compass

Attaches to outer garment in constant sight. Can't lose it. No fumbling in cold or rain. Accurate and reliable. Low price sells many.

Waterproof Matchbox.

A boon to every hunter, woodsman, camper, and outdoor man. Really waterproof, matches easily accessible, ample capacity.



Guaranteed, like all Marble Ingenuities.

ASK FOR NEW CATALOGUE.

Right Now is the Profitable Time.

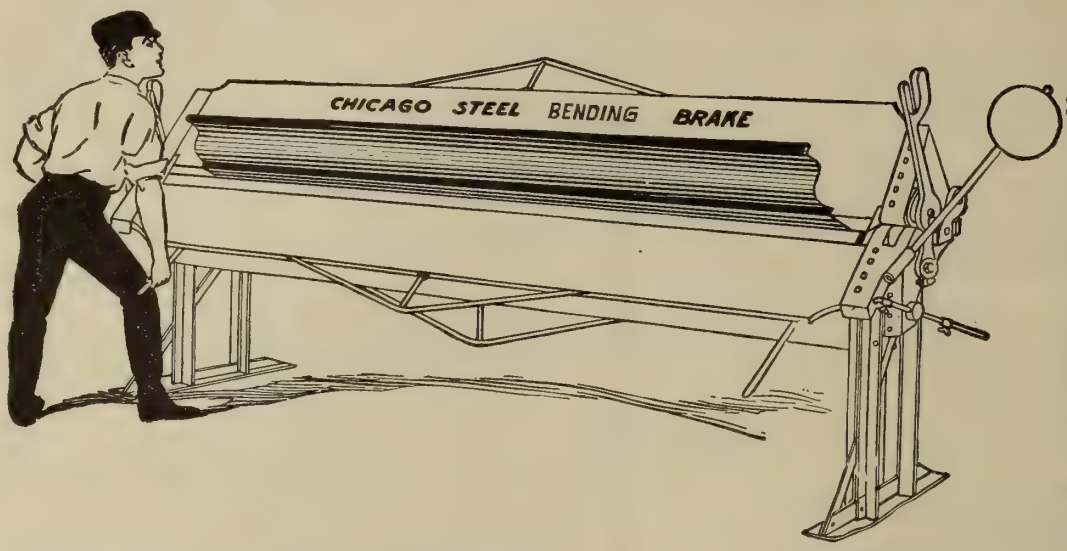
MARBLE ARMS & MFG. CO.

5350 Delta Ave., Gladstone, Mich.

Pacific Coast Branch:
BAILEY SPECIALTY CO. - - - San Francisco

The BIG DEMAND has made it possible for us to establish plant in Canada to build the

Chicago Steel-Bending Brakes



This Brake is a Necessity to the Sheet Metal Dealer

It enables him to bend sheet metal **easily** and with an **accuracy** that cannot be obtained through hand work.

This is just the machine for the busy dealer—it will save him much time and labor.

Can be easily operated by one man—he doesn't need a helper.

Built for a large variety of work.

Write us to-day for Catalogue. Full particulars and prices given.

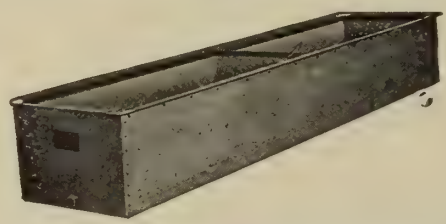
EDWARD DREIS - Chatham, Ontario

GALVANIZED STEEL WATER TROUGHS

TRIED, TESTED AND PROVED SATISFACTORY

Strong, Rigid, Clean and Sanitary

Never Rusts, Never Leaks and Frost-Proof



Every Farmer is a Prospective Buyer.

This is just what he is looking for to take the place of that old, batry, rotting, slimy, unsanitary disease-breeding wooden trough.

Made of heavy galvanized, so that it cannot rust. Thoroughly riveted and soldered, so it cannot leak. Finished around the top with heavy angle steel, making it very strong and rigid.

Great value at low prices, assures quick sales. Guaranteed 5 years—good for 15.

Can sell them on approval. Write to-day. Furnish them either square or round bottom. Ask for booklet on complete line of Hog Troughs and Steel Tanks.

The Steel Trough & Machine Co.

Limited

TWEED - - ONTARIO

Stocked in the West by Melotte Separator Co., Winnipeg, Man.; Merchants Hardware Specialties, Ltd., Calgary, Alta.; Gordon & Son, Eburne, B.C.

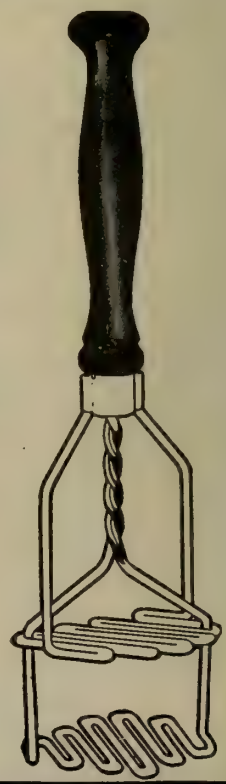
The A. & J. Compound Potato Masher

Two Mashers In One

Simple, Sanitary, Durable. Operates the same as any other masher, but twice as effective. **Saves** half the **labor.** Mashes Potatoes, Fruit or Vegetables to a finer and more fluffy grain than will any other masher, and is easy to operate, as it is **mechanical.**

Built for long wear

Hardwood handle highly polished, best fibre finish. Steel ferrule, nickel plated. Masher parts heavy wire tinned.

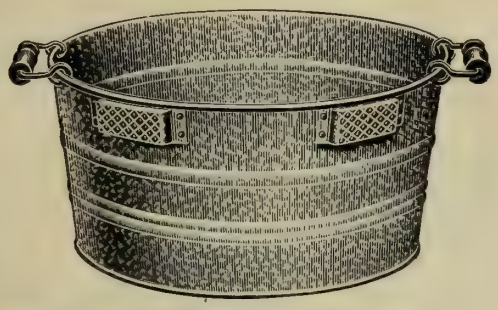


Write for samples and prices. You'll find it very profitable.

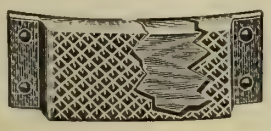
-::-

Collette Mfg. Co.

Collingwood, Ont.



This is the tub that the householder wants in preference to all others.



This is the wood lined wringer attachment that is a special feature of our tub.

TUBS THAT TALK

Introduce Them to Your Customers and They Will Speak Eloquently for Themselves

Our Tubs have **wood lined wringer supports.** No possibility of buckling or bending when wringer is attached.

Our Tubs have **large enamelled wooden handles.** They are easy to lift and do not cut the hands when the tub is full of washing.

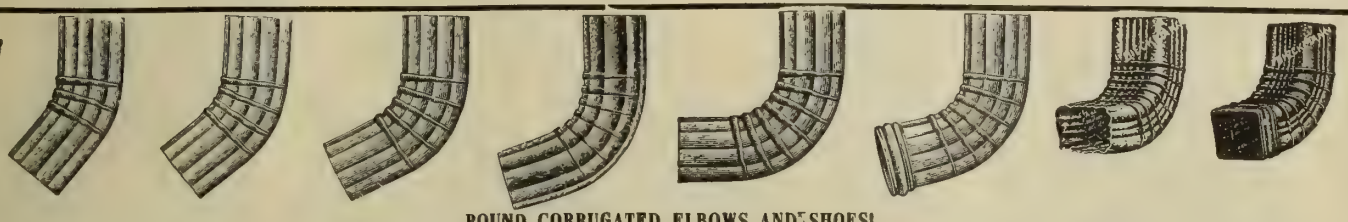
Our Tubs are the **right shape.** Purchasers will appreciate this advantage when they come to use them.

Our Tubs are **perfectly galvanized.** There are no rough spots—no bare places to rust through and destroy the tub.

Our Tubs will therefore **sell quicker, give better satisfaction,** and last **longer** than any others at the same price.

Made in three standard sizes.

E. T. WRIGHT & CO. - HAMILTON, CANADA
(H. G. WRIGHT)



ROUND CORRUGATED ELBOWS AND SHOES

Ask your jobber for the original and reliable one piece Conductor Elbows.

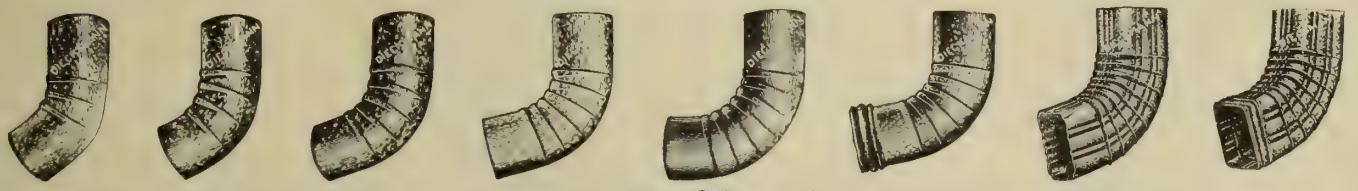
Trade Mark stamped in each Elbow.

F. Dieckmann

STYLE A
Fit all makes of Conductor Pipe.

Square Elbows and Shoes
STYLE B

PLAIN ROUND ELBOWS AND SHOES



THE FERDINAND DIECKMANN CO., CINCINNATI, OHIO, U.S.A.

MAPLE LEAF



"Improved Racer" Cross Cut Saw

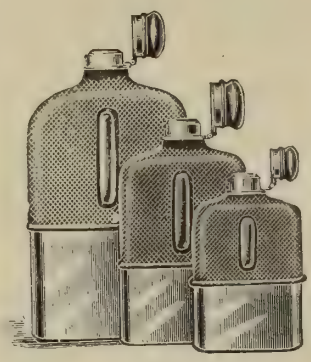
This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF."

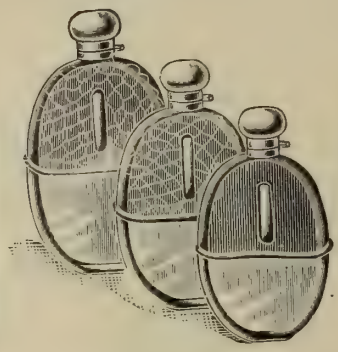
Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B.C.

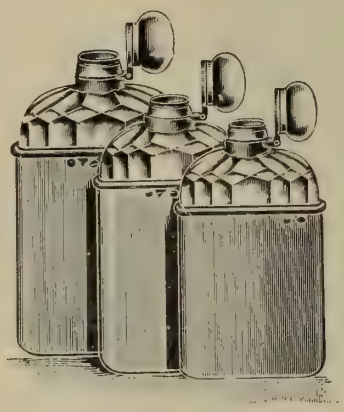
A Trial Order Solicited. Repeats Will Follow



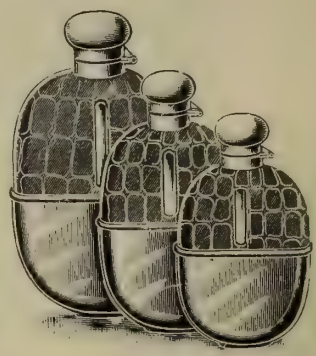
2039



2040



2041



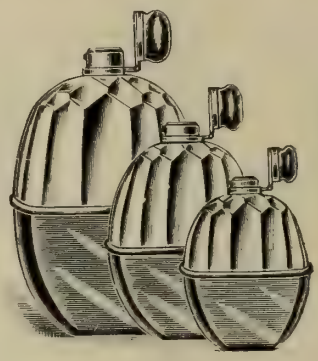
2042



2043



2044



2045



2048

2039, 2040, 2042, 2044, 2045 and 2048, with either Real Russia or Morocco Leather, Pigskin or Lapidary Cut, at the following prices:—

Sizes	1-8	1-6	1-5	1-4	3-8	1-2	3-4	1 pint	
Bayonet Top	13s	15s	17s	19s 6d	22s 6d	24s	31s	35s	Sterling
Bayonet Top	7s 6d	7s 9d	8s	8s 3d	8s 9d	9s 9d	13s 6d	15s 6d	Best E. P. N. S.

In Crocodile or in Lizard 1s. each extra.

Same shapes but cheaper quality in E. P. N. S. and imitation leathers:

Bayonet Top . . .	4s 6d	4s 9d	5s	5s 3d	5s 9d	6s 6d	10s	12s
Screw Top	3s 9d	4s	4s 3d	4s 6d	4s 9d	5s	8s 6d	10s

2041	21s 6d	23s 6d	25s	27s	30s	31s	Sterling
2041	8s 6d	8s 9d	9s 3d	9s 9d	10s 3d	11s 6d	Best E. P. N. S.

Any shape in all Sterling Silver 4s 9d per oz. with Cup.
Any shape in all Sterling Silver 4s 3d per oz. without Cup.
Weights to suit customers.

Any shape in all E. P. N. S. with thick deposit of tin inside, **a specialty.**

All shapes and styles made to order. Pocket Holster, etc. Bayonet Tops supplied to the trade.

Prices in Birmingham.

Charles Westwood & Sons, 14 Hall St., Birmingham, Eng.

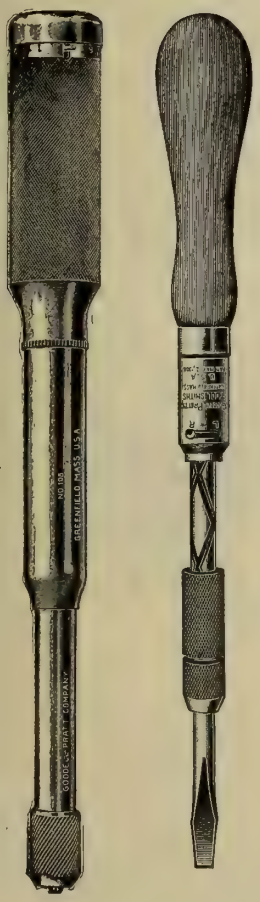
Goodell-Pratt's

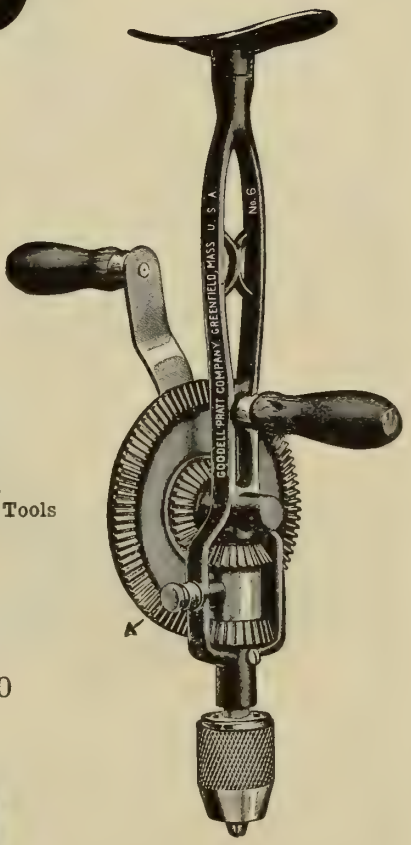
TOOLS

and there are over

1,200

of them, including:



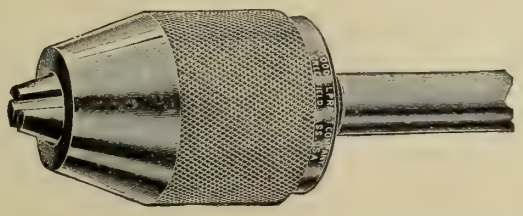


Automatic Drills — Bench Drills
Reciprocating Drills — Automatic Screw Drivers
Hand Drills — Drill Chucks
Breast Drills — Braces
Chain Drills — Glass Cutters

Bench Grinders — Iron Levels
Bench Lathes — Wooden Levels
Foot Powers — Nail Sets
Hack Saw Blades and Frames — Bench Vises
Polishing and Grinding Heads — Precision Tools

Will Increase Your SALES.

Ask us for CATALOGUE No. 10

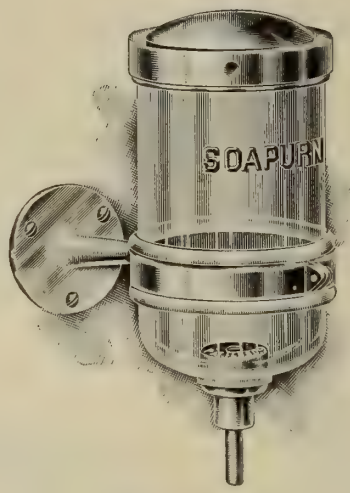


GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASSACHUSETTS, U.S.A.

A Few of Our Good Sellers



THE SOAPURN

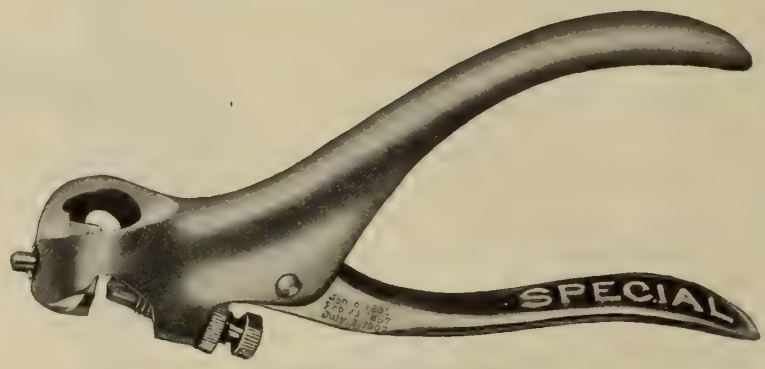
is a sanitary and economical liquid soap dispenser, made of non-corrodible metal, nickel finished, with a strong glass urn—top is fastened with a key—the valve throws only so many drops at each operation, minimizing wastefulness. Send for sample outfit and special Catalogue.



THE MORRILL NAIL PULLER

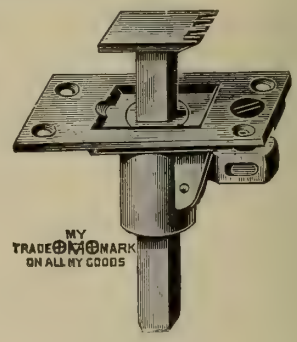
Never misses a nail. The jaws are scientifically constructed of the best quality steel. It is carefully proportioned to give the greatest strength and most direct pulling power. It will not turn in the hand or roll off the case. There are no springs to break and it is impossible to pinch or bruise the hand. You can't pull nails with a soft metal nail puller—insist upon the Morrill—the best Nail Puller made. Packed, 1 doz. in a wooden box.

Write for MORRILL'S Catalogs.



THE MORRILL SAW SET

The mere bending of the teeth in a Saw will not SET the Saw. In order to make a Saw do the proper work it must be Set Correctly. For 30 years the Morrill Saw Sets have been improved constantly until to-day they are recognized as the only Saw Sets that will Set a Saw Properly. They are packed ½ doz. in a wooden box.



THE MORRILL BENCH STOP

The Morrill Bench Stop is a great labor and time saver; the working plate and spindle are made of wrought steel. For years it has been recognized as the best Bench Stop made and has met the approbation of Mechanics throughout the World. They are packed ½ doz. in a wooden box.

FREE A special booklet has been issued, illustrating and describing the proper method of Sharpening and Setting Saws. It gives full information regarding the best way to Use, Sharpen and Set Saws, and is really invaluable to the dealer, and mechanic alike. You should write to-day for your free copy of "Saw Points."



CHAS. MORRILL

273 BROADWAY
NEW YORK CITY

W. BRUCE MORROW, Sole Canadian Representative, 100 CHURCH ST., TORONTO

THE NAME

LUFKIN

Speaks for itself when found on a **Measuring Tape or Rule.**

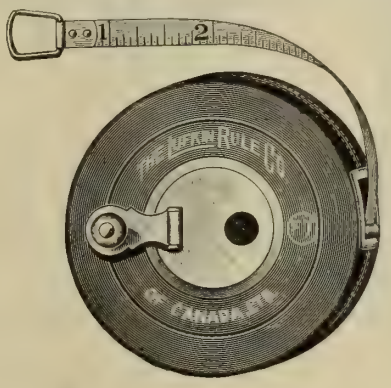
THE TRADE-MARK

LUFKIN

is known wherever measurements are taken.

THESE LUFKIN BRANDS

Reliable — Challenge — Rival — Reliable Jr. — Challenge Jr. — Metallic — are familiar to all users of Tapes.



LUFKIN

Quality

Created and Maintains This Reputation.

LUFKIN

Advertising

Popularizes the Name; Widens the Market.

IF YOU STOCK LUFKIN GOODS

THESE ARE YOUR ASSETS

It must pay you to stock a line that, aside from being well made of the best of materials, is Canadian-Made, is widely and favorably known to the public by its merits and pushed by the manufacturers' direct advertising.

Ask Your Customers. **Ask Your Jobber's Salesman.**

MEASURING TAPES and RULES of Every Description.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.





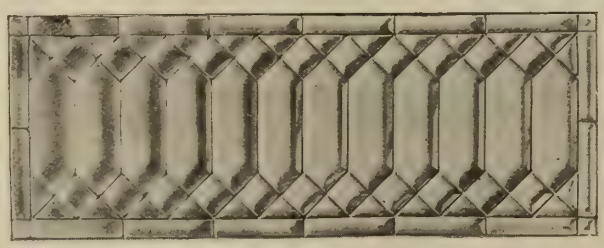
You can Procure a Splendid Profit by Selling Our

HIGH GRADE

LEADED ART GLASS

We are the largest manufacturers of Leaded Art Glass in Canada and have the facilities for turning out glass of every description for building purposes, at a price that appeals to the dealer and the public.

Our prompt attention is given to all orders. We assure quick shipment from any of our four warehouses.



A trial will convince you that we have no near rivals in quality or service. **We guarantee perfect satisfaction.**

Write to-day.

The Hobbs Manufacturing Co., Limited

MONTREAL TORONTO ANTWERP LONDON WINNIPEG

Registered
Steffens & Nolle Ltd
Trade Mark

We want every Architectural Iron Worker, Fence, Window and Skylight Maker, Metal and Structural Steel Worker

TO KNOW WE HAVE IN STOCK AT MONTREAL

A large variety of Mannstaedt Shapes in Plain and Ornamental Sections for Ornamental Work, Staircases, Windows, Skylights, Elevator Sills, Gates, etc., also Pressed Steel Ornaments and Forged Steel Fence Points, Ball Bolts, Ball Nuts, Ball Rivets, Counter Rivet Balls, all in Various Designs and Sizes.

Send us your inquiries. Catalogues, prices and stock lists will be sent on application.

Registered
Steffens & Nolle Ltd
Trade Mark

We also solicit inquiries for import when in the market for

METALS

Merchant Iron and Steel Bars, Galvanized Sheets, Steel Plates and Sheets, Structural Shapes, Refined Iron, Genuine Russian Sheet Iron, Tubing of all kinds, Concrete Rods and Special Rolled Sections, of which we have a large exclusive range in Angles, Tees, Channels and other shapes.

CUTLERY

Razors, Pen-Knives, Scissors, Nail Clippers, Manicure Implements, Sportsmen's Tool Sets; a full line of all grades.

HARDWARE

We have a most complete line of all kinds of tools for every trade, also shelf goods of every description, Semi-Rotary Wing Pumps, etc.

ALUMINUM WARE

Complete range of Aluminum Kitchen Ware, Rolled Rim and Plain Rim in Heavy and Extra Heavy Weights.

STEFFENS & NOLLE, LIMITED

Registered
Stunag
Bridge Brand
Trade Mark

HEAD OFFICE: - - BERLIN, GERMANY

Branch Offices:—Bombay, India; Buenos Ayres, Argentine; Sydney and Melbourne, Australia.

CANADIAN OFFICE AND SAMPLE ROOM

Beardmore Building, 59 St. Peter Street,
MONTREAL

Registered
Stunag
Bridge Brand
Trade Mark

WE MANUFACTURE

BABBITT METALS

Lead Pipe
Lead Waste
Sheet Lead
Lead Fibre

Bar Solder
Wire Solder
Traps and Bends
Brass Ferrules

FOR

EVERYTHING

IN

METALS

GET

OUR PRICES

NOW

AND CARRY IN STOCK

Pig Tin
Phosphor Tin
Pig Lead
Ingot Copper

AND CARRY IN STOCK

Zinc Spelter
Antimony
Aluminum
Bismuth

The Canada Metal Co., Limited

Head Office and Factory: Fraser Ave., TORONTO.

Branch Factories: 50 Brennan St., MONTREAL. 301 Chambers St., WINNIPEG.

The Grip is Perfect

Save Horses

Save Time

Save Sharpening Bills

Are Humane

Are Practically Everlasting

Can be Adjusted to any Hoof in a Moment

Always Ready For Emergencies

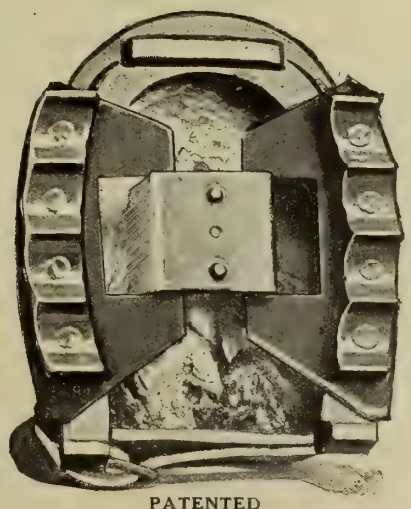
Always Dependable

The SAFETY TRACTION Adjustable Steel Overshoes For Horses

PATENTED



LUMBER CO'S AND FARMERS ARE BUYING SHOES ALL OVER CANADA AND U.S.



PATENTED

Every dealer can make a **splendid profit** by handling these shoes. They have become **indispensable** wherever used and are becoming more and **more popular every day.**

Farmers are buying shoes all over Canada and U. S.

Let us send you a sample set—try them on **your delivery horse.** Then you will be convinced that you will be offering your trade an exceptional value and a necessity.

Write To-day.

ALLAN TILLEY & CO.

72 ALBERTA ST. - - OTTAWA, CAN.

AND MORRISTOWN, N.Y.

Can Be Re-Sharpened a Dozen Times With a File or Wheel

Cannot Slip

Cannot Hurt The Horse

Horse Can Pull His Load With Ease

Cheapest In The World

Outwear Any Other Shoes

Protect Frog And Sole Prevents Balling

Can Be Put On Horse In A Few Minutes

MAXWELL

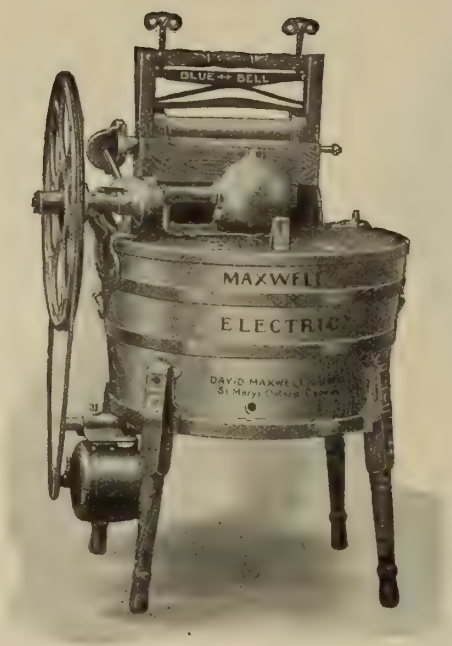
FOR THE

Combine the Newest with Time-

In new and improved devices to make housework lighter and easier, David Maxwell & Sons have for years been leaders. The roller-bearing, hand-and-foot-drive churn, the water-motor washer, the high-speed balance-wheel hand-drive washer, and finally the electric washer and wringer combined, are samples of the improvements we have introduced. The dealer who would be up-to-date cannot afford to be without the MAXWELL Line.

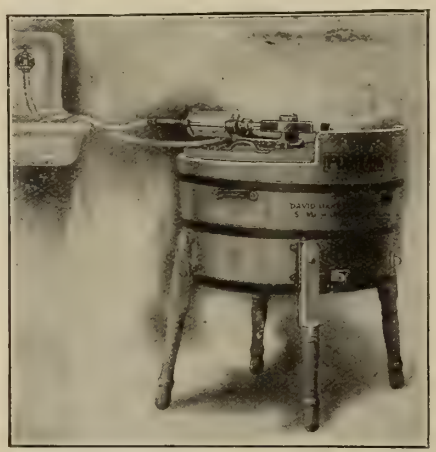
MAXWELL improvements are always

DAVID MAXWELL &



MAXWELL ELECTRIC WASHER AND WRINGER.

The first Canadian-made electric machine. Has been thoroughly tried out, and is simple, practical and not liable to get out of order. Driven by a one-eighth horse-power motor, taking current from an ordinary lamp socket. Washer or wringer can be run independently as desired, and lifting the cover throws the washer out of gear. Sold with or without wringer, and any type of wringer on our list can be attached.



MAXWELL'S "PURITAN" MOTOR WASHER.

The tub and inside working parts are the same as in our old reliable "Puritan" hand machines. The water motor is of the reciprocating type, which has proven most durable and most satisfactory. Valves are simple, and built to resist the action of grit or sand in the water, so that the motor is practically trouble proof.



MAXWELL'S "BLUE BELLE" WASHER.

The tub reciprocates on ball bearings, the motion being made easy by double re-acting springs. The feature of the Blue Belle is that when the tub revolves in one direction the rubbing board turns the opposite way, giving a double motion for each stroke, and washing the clothes very quickly. Wringer board is movable.



MAXWELL'S "CHAMPION" HIGH SPEED WASHER.

This is the old favorite "Puritan" Washing machine principle, with the addition of the easiest running drive that has yet been produced. The heavy balance wheel revolves several times for every stroke of the lever or every turn of the crank on the end of the shaft, gaining great momentum and making the machine run very smoothly and with little effort. Both crank and lever supplied with each machine.

SPECIALTIES

HOME

Labor-Saving Features
Tested Reliability

practical, for before they are put on the market they are all thoroughly tested by keen, well-trained practical men. You will never "get stuck" with a new machine that fails to make good, if you stick to the MAXWELL Line.

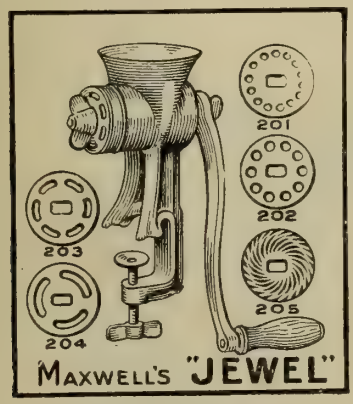
MAXWELL machines have an established popularity with the public—a popularity based on many years of honest, satisfactory service. If you want a live trade, that brings you good-will as well as good profits, you will do well to feature the MAXWELL Line.

SONS, ST. MARY'S, ONT.



MAXWELL'S "FAVORITE" CHURN.

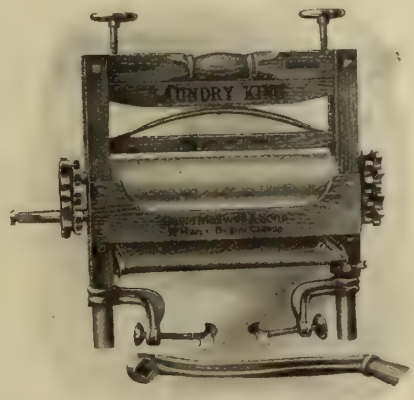
A twenty-year favorite, known and preferred throughout the dairying world. Recommended by Canadian agricultural colleges and Government inspectors. More "Favorites" are sold in Canada annually than all other makes combined. Made in 8 sizes, to churn from ½ to 40 gallons of cream. Supplied with combined hand and foot drive, as illustrated, or arranged to drive by power belt.



MAXWELL'S JEWEL FOOD CUTTER.

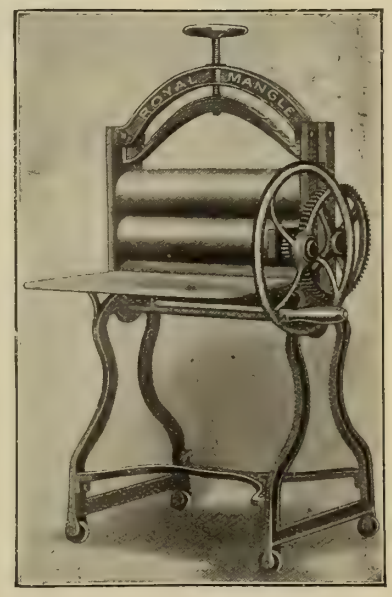
A quick-cutting, smooth working, thoroughly reliable Canadian-made machine, at a price within the reach of all your customers. Made in four sizes.

With each size go five cutting plates, providing for every kind of work, while the range of sizes enables you to meet the needs of the smallest household or the big hotel.



MAXWELL'S "LAUNDRY KING" WRINGER.

One of our newer large size wringers, with rolls 14 in. x 2¼ in., warranted for two years. Just right for large families, hotels or laundries. The Maxwell Line includes well over fifty machines, with rolls from 10 to 14 inches long, in one, two, three and five-year grades, with covered and open gears, with plain and ball bearings, and with flat or spiral springs. A machine to suit and satisfy every customer.



MAXWELL'S "ROYAL" MANGLE.

The original British type, and practically indestructible. Has three large maple rollers, powerful spring, all-metal frame, and casters for easy moving. In large families and hotels this machine is a great labor-saver. By pointing out its usefulness you can do a good business in it.

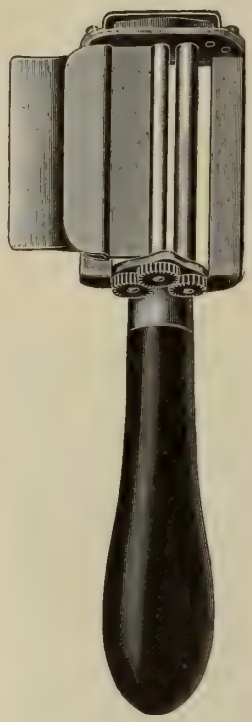
Friedr. Baurmann & Sons, Solingen, Germany

Manufacturers of High Grade Razors and Safety Razors

"DWARF BRAND" RAZORS



These Razors will bring you satisfied customers. They are made from the finest English Crucible Steel, guaranteed hand forged and hand ground. Very carefully tempered by special process, ensuring finest results.







Baurmann's Nora Stropping Machine with or without safety guard. Can be used on any strop for hollow ground safety razor as well as flexible blade. An ingenious spring action prevents strop cutting.

Anyone without experience can use the Figaro Razor, since the safety guard, which is made to fit either side of the razor, absolutely prevents injuries to the skin and ensures an easy and pleasant shave, equally adapted for private or Barbers' use.

A complete stock of all Razors carried in Montreal.
Send for catalog.

HUPFELD LUDECKING & CO.

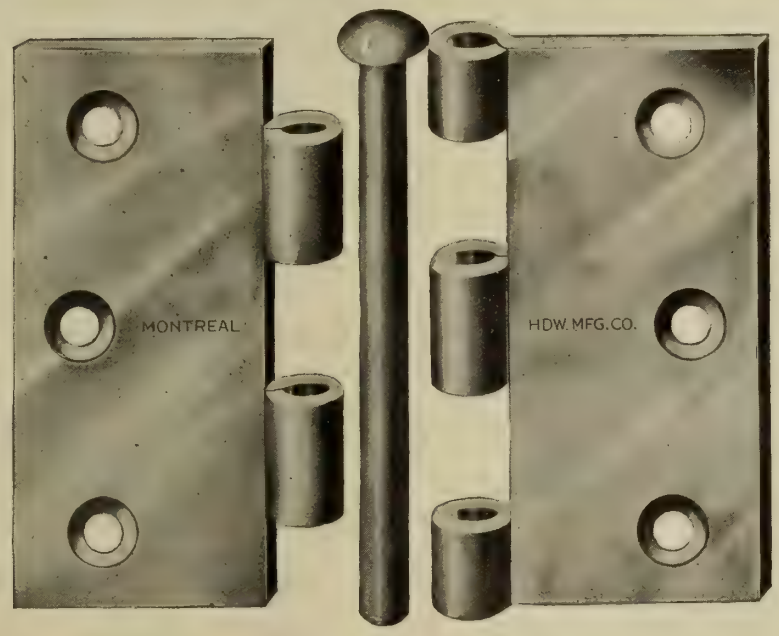
P. O. Box 1076 :: :: :: **MONTREAL**

BETTER GOODS
BETTER DELIVERIES
BETTER PRICES

Wrought Steel Reversible Loose Pin Butts

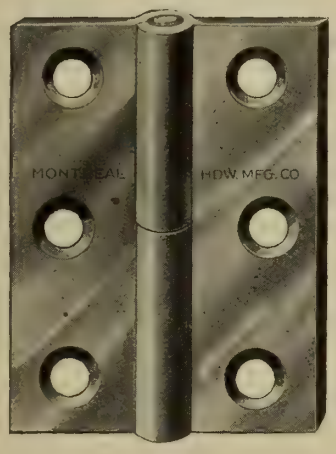
LOWER PRICES

HIGHER QUALITY



SEND FOR OUR CATALOGUE TO-DAY

Wrought Steel Narrow Loose Joint Butts

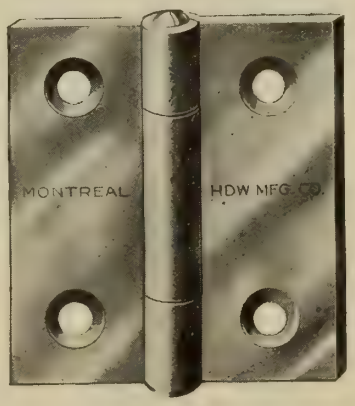


ALL OUR GOODS ARE JUST AS WELL MADE AND FINISHED AS ANY OTHER. BETTER GOODS IT IS IMPOSSIBLE TO PROCURE.

OUR PRICES ARE MORE ATTRACTIVE AND FURTHERMORE WE SHIP PROMPTLY —OUR CUSTOMERS ARE NEVER DISAPPOINTED.

WRITE TO-DAY FOR OUR CATALOGUE. IT COSTS NOTHING AND YOU MAY NEED IT SOON.

Wrought Steel Light Narrow Butts



The MONTREAL HARDWARE MFG. CO., Limited

Manufacturers of Butt Hinges, Light T and Strap Hinges, Heavy T and Strap Hinges, Hinge Hasps, Screw and Strap Hinges, Latches, Door Bolts, Hitching Rings, etc.

MONTREAL - - - - - - - CANADA

This Mark is the Ensurance of LAMPBLACK QUALITY

THE TREMENDOUS GROWTH

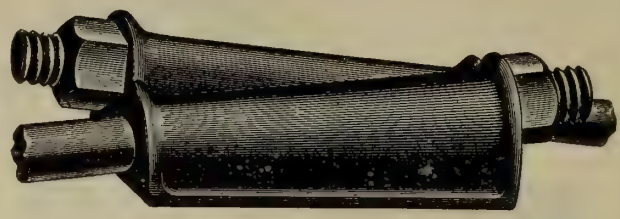
Nine years ago this firm, as a firm, did not exist, although the men composing it have been many years in the LAMP BLACK trade. Since that time we have been able to secure two-thirds of the entire Lamp Black business of North America. THERE IS ONLY ONE REASON — THAT IS QUALITY

WRITE TO-DAY FOR SAMPLES AND PRICES. Then, if satisfied, stock a trial order. Remember, we GUARANTEE the very best results. We manufacture all the standard grades of pure Lamp Black. Sold by all reliable wholesale houses.

1 lb. Germantown Lamp Black

Wilckes Martin Wilckes Company
NEW YORK, N.Y., U.S.A.
Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.

TANK LUGS



For Round Rods, also Flat Bands on Silos, Tanks, Penstocks, etc. **Malleable Iron,** best quality, all sizes.

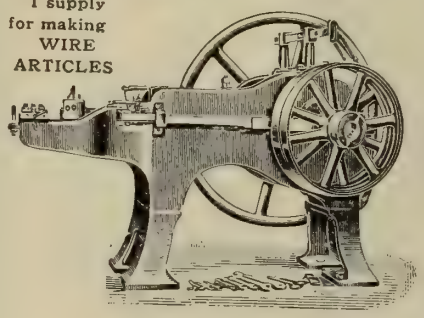
OTTERVILLE MANUFACTURING CO., LIMITED
OTTERVILLE, ONTARIO

THIS MACHINERY FOR

IS ONE of the many kinds of Machines I supply for making WIRE ARTICLES

DRAWING, NETTING, CRIMPING, CUTTING, WEAVING WIRE.

Making Bolts, Coach Screws, Cotter Pins, Cut Nails and Tacks, Electric-welded Chain, Furniture Springs, Hinges, Hooks, Locks, Nails, Rivets, Screws, Staples, WireNails, and Any other Article made from WIRE.



SEND FOR LISTS

ED. BRAND

Wire Machinery Specialist

472 Moss Lane East Manchester, Eng.
Cable Address: "Filieres, Manchester."
Code used: A.B.C., 5th ed.

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

Canada Foundry Company
LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO	VANCOUVER
OTTAWA	CANADA	ROSSLAND

BLACK JACK

QUICK
CLEAN
HANDY

¾-lb. tins—
3 doz. in case



TRY IT

SOLD BY ALL JOBBERS

BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER, METAL SPINNINGS

150,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.
HAMILTON, ONT.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

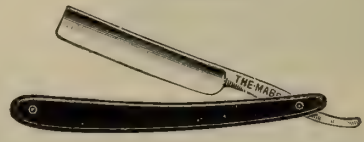
By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

The Famous MAB Razors
(Regd.)



All dealers should make a point of stocking Mab Razors. They are a good selling line—made from the finest Sheffield Steel and have a 20 years reputation for quality. Made in all sizes and patterns. **Write for prices and particulars to**

THE MAB CO., BIRMINGHAM, ENG.
or Canadian Sales Co., 106 Victoria St., Toronto

GEORGE PERKINTON

113 Broad Lane, Sheffield, England

Maker of Table Knives, Butchers' Knives and all kinds of

SHEFFIELD CUTLERY

Speciality:—Shell Bolster Cutlery.

Full particulars and prices from our agent

Supplied to wholesale houses only by

Agent in Canada:

GODFREY S. PELTON & SON

203 St. Nicholas Building, Montreal

C. WHEATSTONE & CO.

Inventors, Patentees and Manufacturers of

English Concertinas and Æolas,

ALSO

Duet and Anglo Concertinas.



Unequalled for Tone, Durability and Finish.
Established about 1750.
LIBERAL TERMS TO TRADE & SHIPPERS.

Publishers of
Music for the Concertina.

English Concertina invented by Sir Charles Wheatstone, 1827. Patented 1830. Duet Concertina Invented and Patented 1844.

Sole Address and Manufactory:

15, West Street, Charing Cross Road, LONDON, W.C.

Telegraphic Address: "CLEF, LONDON." O 139

"NEW IMPERIAL" CYCLES AND MOTORS



World's best value. Over 2,000 "New Imperial" cycles being now ridden in Canada. Write for full particulars.

Special Models for Canada.

Wholesale Agents: Humphries Bicycle and Motor Co., Toronto.
Henderson & Richardson, Board of Trade Bldg., Montreal.

Sole Makers: **New Imperial Cycles, Ltd., Birmingham, Eng.**

Established 25 Years.

SCREW AND STRAP HINGES

for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread. Get our prices.

NUTS

We can ship immediately from stock, Square and Hexagon Sizes for bolts up to 1 1-2 inches thick.

Send us your orders



LONDON, CANADA

A Strong Selling Point



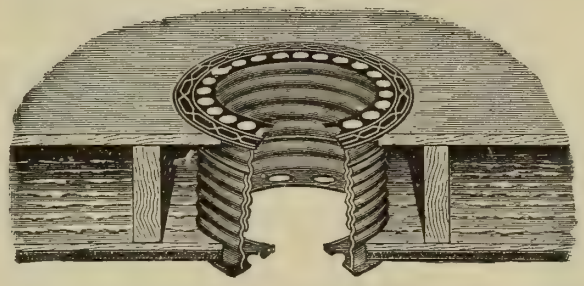
This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to save him time and trouble You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.

Springfield, Mass., U.S.A.

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

Cote, Boivin & Cie., Inc.

Wholesale Shelf and Heavy

HARDWARE

Head Office : CHICOUTIMI

Branches at Roberval and Hebertville Sta.

Phone long distance **Correspondence Solicited**



Established 1826

"CANNON" Brand



English made

Cast Iron Hollow-Ware

Pure Tinned and Porcelain Enamelled

CANNON IRON FOUNDRIES LTD.

DEEPFIELDS, near Bilston, ENGLAND

Canadian Representatives:
THE GEO. H. SAYWELL CO.
86 Wellington Street W., Toronto
and at Winnipeg, Montreal, Calgary and Saskatoon

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufactures to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto

BABBITT METAL.

SPOONER'S No HOT BOXES
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET, - QUEBEC

CHAPLETS.



ERIE GREY IRON
CHAPLETS
All Foundry Supply Jobbers.
S. Cheney & Son, Manlius, N.Y.

CLIPPERS.



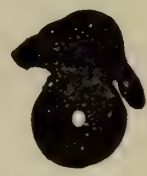
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, NH, US
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street

COAT HOOKS.

Ask your Jobber for
GOLD COIN WIRE HAT and COAT HOOKS
Made by
JAMES & REID
Perth, Ont.



EMERY WHEELS.



Canadian Hart Wheels
442 Barton St. East, Hamilton
Corundum and Emery Wheels
Grinding Machines, Beaver
Oil Stones.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

COAL BAGS.

Coal Bags made of No. 2½ or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.
WRITE FOR SAMPLES AND PRICES
Raymond Bros., London, Ont.

IRON.

IRON and STEEL
OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.
David C. Mitchell & Company,
118 Queen Street, Glasgow, Scotland.

MANUFACTURERS' AGENT.

Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents, Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
St. Nicholas Bldg., Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution

HINGES.



ATLAS STRAP HINGE

Guaranteed stronger than any other strap hinge made from basic wire of the best quality. Japan finish. Large profit for you.
Write for Samples and Prices.
Atlas Mfg. Co., 121 Water St. New Haven, Conn.

HARDWARE SHELF BOXES

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

A want ad. in this paper will bring replies from all parts of Canada.

Send For Our New Catalog

Most complete line of

SCREW DRIVERS AND SMALL TOOLS

PIONEER TOOLS

The Southington Mfg. Co., - Southington, Conn.

TOOL HOLDERS



ARMSTRONG PLANER TOOLS Are ALWAYS Ready for use.

7 Sizes. Write for Catalog.

ARMSTRONG BROS. TOOL CO.

106 N. Francisco Ave. Chicago, U.S.A.

ONE

with an assortment of Cutters

EQUAL A DOZEN FORGED TOOLS.



A want ad. in this paper

will bring replies from

all parts of Canada.



Reproduction of

NEW SEYMOUR SHOW CARD

12-in. by 1 -in , in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to

Henry T Seymour Shear Co.

Selling Agents, WIEBUSCH & HILGER, Ltd., New York



HERCULES

SASH CORD

BUY THE BEST

Star Brand Cotton Rope

Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

For Sale by All Wholesale Dealers



The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

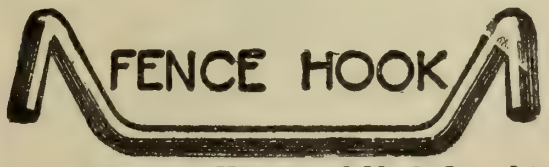
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

"ACME" **are the strongest and sharpest low-priced Shears and Scissors on the market.**

Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why are 30,000 pairs of Acme Shears sold dai y to-day?

Because "Acme" on a shear or scissor spells **satisfaction** to the **customer** at a **low price** and a **handsome profit to the dealer** with greatly increased sales.

Special Representatives, Wiebusch & Hilger, Ltd., New York City.

MR. DEALER: Write your jobber to-day for prices on the "Acme" line, supplement your high-priced shears with "Acme" shears and scisso s and watch the gratifying results.

Jobbers shou'd write for our W-2 Catalogue, illust ating the most complete line of shears and scissors manufactured.



The No. 701 Oval Steel Screw Straight Trimmer is one of our newest patterns.

THE ACME SHEAR CO., (125-195 Knowlton St.,) BRIDGEPORT, CONN., U.S.A.

PEASE HEATING SYSTEMS

WRITE FOR CATALOGUE & PRICES

PEASE WALDON CO., Limited WINNIPEG

PEASE FOUNDRY COMPANY LIMITED TORONTO

PEASE PACIFIC FOUNDRY, Limited VANCOUVER



THIS BRAND MEANS QUALITY

When buying glass you should always specify Pilkington's. It is your protection.

Our plant is one of the largest in the world and we are thereby enabled to produce a quality of glass which is excelled by none.

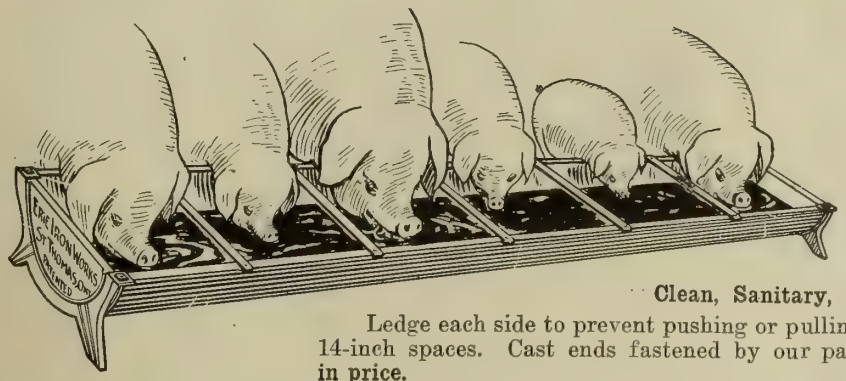
Manufacturers of all kinds of—

BRITISH WINDOW GLASS
POLISHED PLATE GLASS
FIREPROOF WIRED GLASS
SILVERED AND BEVELED PLATE GLASS
ROLLED AND CAST GLASS
ROLLED CATHEDRAL GLASS
FIGURED ROLLED GLASS (White and Tinted)
PRISMATIC AND CHIPPED GLASS
GLASS SHADES
ETC., ETC., ETC.

PILKINGTON BROS. LIMITED

MONTREAL **Works:** **TORONTO**
WINNIPEG **ST. HELENS, ENGLAND** **VANCOUVER**

The Hardware That Every Up-To-Date Farmer Will Buy



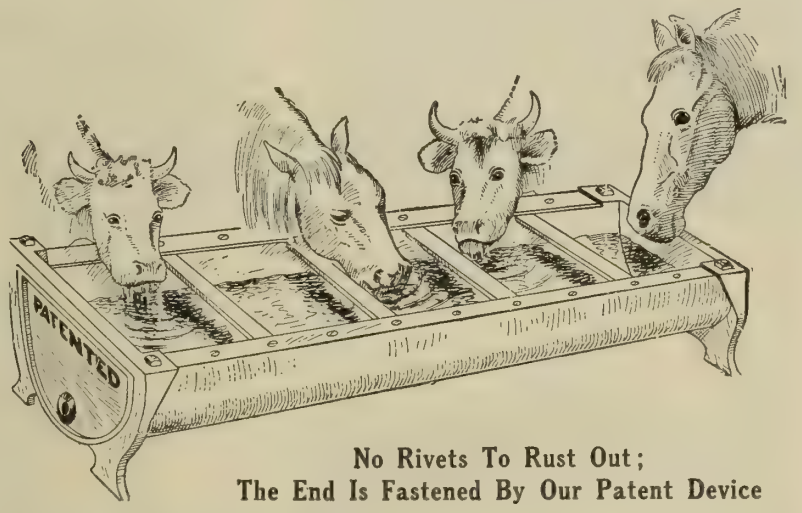
"ERIE"
GALVANIZED STEEL
HOG TROUGHS

Clean, Sanitary, Strong, Easily Handled, and Durable.

Ledge each side to prevent pushing or pulling food out on the floor. Divided into 14-inch spaces. Cast ends fastened by our patented device—no rivets to rust. **Low in price.**

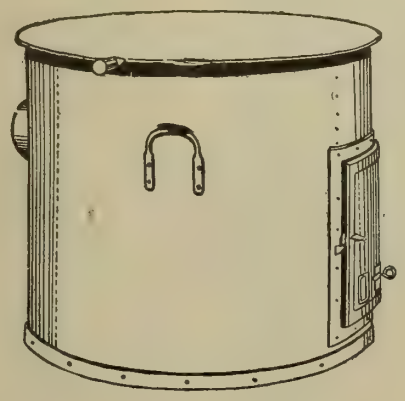
Stock lengths: 4, 5, 6, 7, 8, 10, and 12 ft Odd lengths made to order on short notice.

The "ERIE" Heavy Galvanized Steel Stock Watering Trough



No Rivets To Rust Out;
The End Is Fastened By Our Patent Device

No other trough on the market can compare with this one. It will stand the most severe usage. Capacity of standard size about 10 imperial gallons to the foot. Other sizes made to order. Lengths: 6, 7, 8, 10, 12 ft. without a seam. Stands 13 inches high and measures 18½ inches across top. Weight about 14 lbs. per lineal foot.



Steel Jacket Feed Cooker

Heavy Cast Iron Caldrons

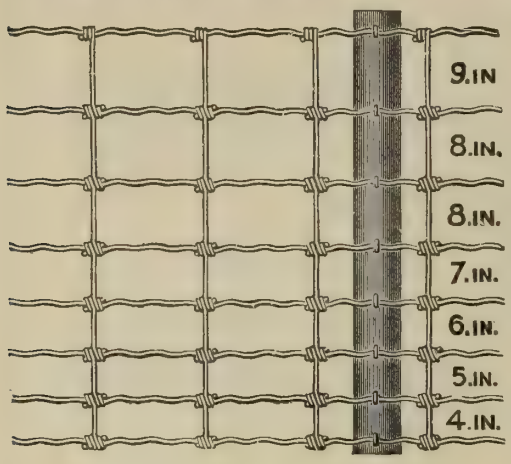
These cookers are indispensable to farmers, butchers, or stock men. Grains that are useless for other purposes by the use of these cookers are made as valuable as the best marketable products.

Made in seven sizes: Nos. 20, 30, 40, 60, 75, 90, and 120.

ERIE IRON WORKS, Limited
ST. THOMAS, ONTARIO

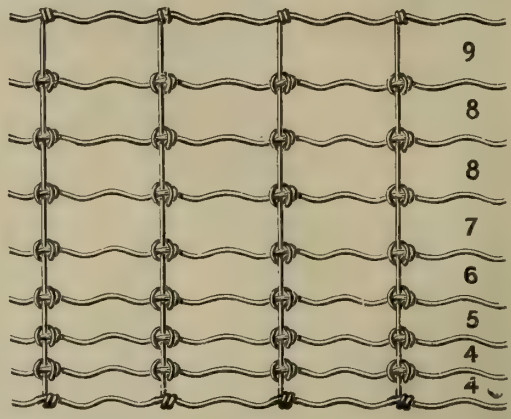
Come and see us in the Manufacturers' Annex under the Grand Stand at Toronto Exhibition. Every hardware dealer attending the Fair will be made welcome at our booth.

SAFE-LOCK AND MONARCH FENCES



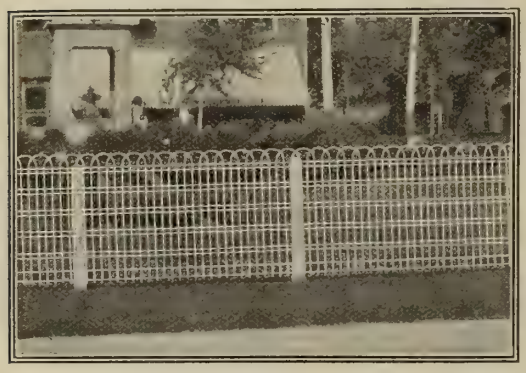
SAFE LOCK

MONARCH



IF YOU ARE NOT OUR CUSTOMER IT WILL PAY YOU TO GIVE US A TRIAL. THE QUALITY AND PRICE WILL PLEASE YOU AND WILL RESULT IN MANY RE-ORDERS

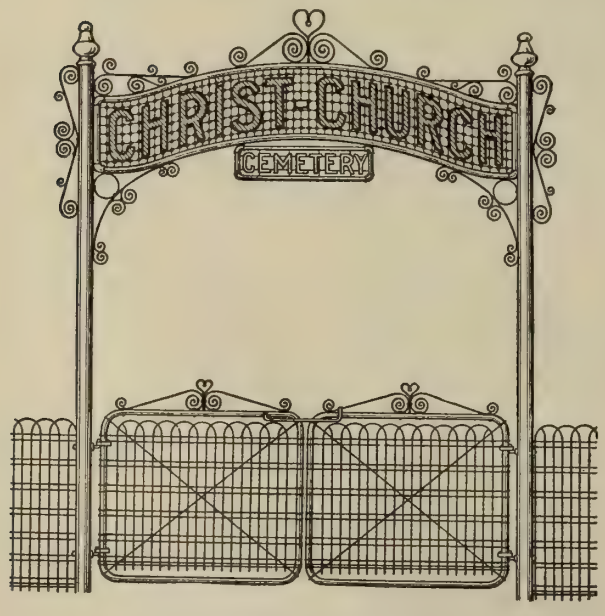
WE ALSO SUPPLY FENCE STAPLES AND HOOKS, STEEL FENCE POSTS, COILED AND STRAIGHT WIRE, — IN SHORT, EVERYTHING IN THE FENCE LINE.



ACME LAWN FENCE

From 12 inches to 72 inches high

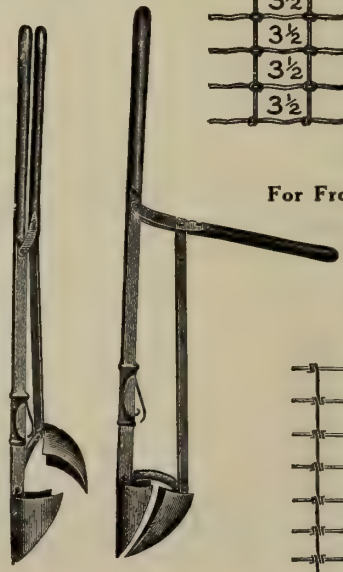
Write For Catalog

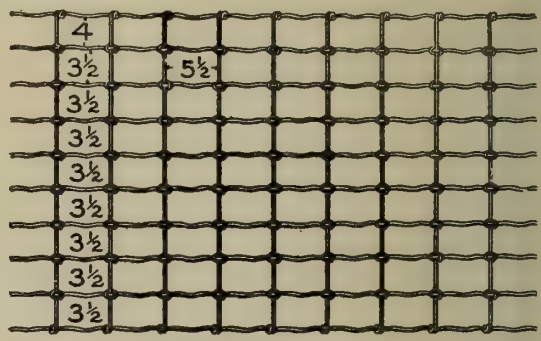


CEMETERY ARCH

Massive and strong

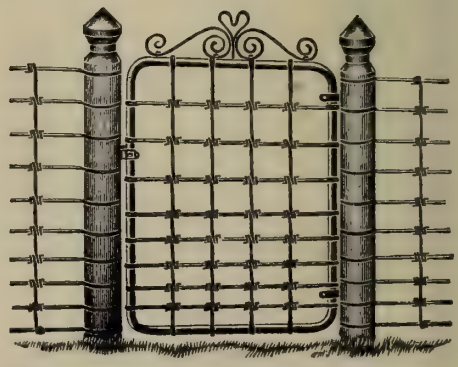
UNIVERSAL POST HOLE DIGGERS





STABLE GUARD

For Front of Horse and Cattle Stalls



FARM AND WALK GATES

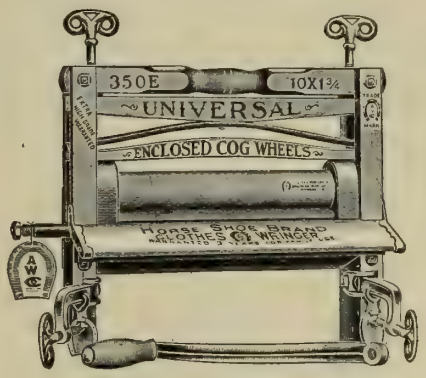
Made in all Sizes, with or without Scrolls

OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONTARIO

HORSE SHOE BRAND WRINGERS

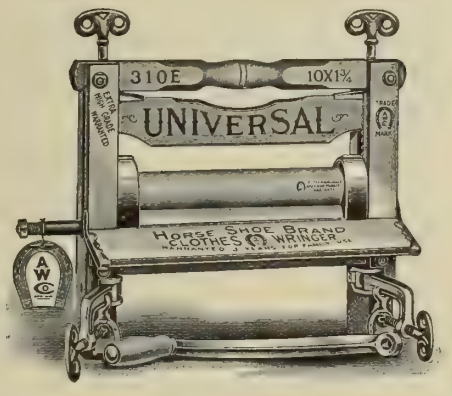
Universal
Warranted for 3 Years.
Enclosed Cog Wheels.
Plain Bearings and Steel Ball Bearings.



Plain Bearings
No. 350-E Rolls, 10 x 1¾ in.
No. 351-E Rolls, 11 x 1¾ in.

Steel Ball Bearings
No. 380-E Rolls, 10 x 1¾ in.
No. 381-E Rolls, 11 x 1¾ in.

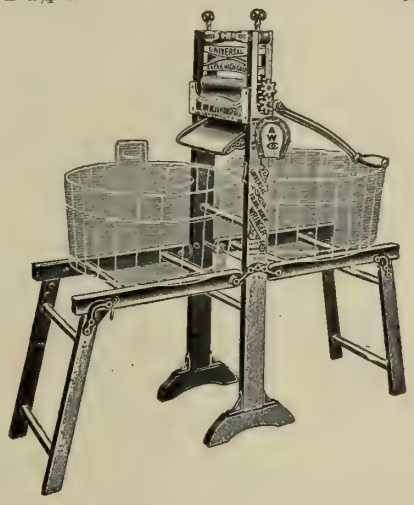
Universal
Warranted for 3 Years.
Enclosed Cog Wheels.
Plain Bearings and Steel Ball Bearings.



Plain Bearings
No. 310-E Rolls, 10 x 1¾ in.
No. 311-E Rolls, 11 x 1¾ in.

Steel Ball Bearings
No. 317-E Rolls, 10 x 1¾ in.
No. 318-E Rolls, 11 x 1¾ in.

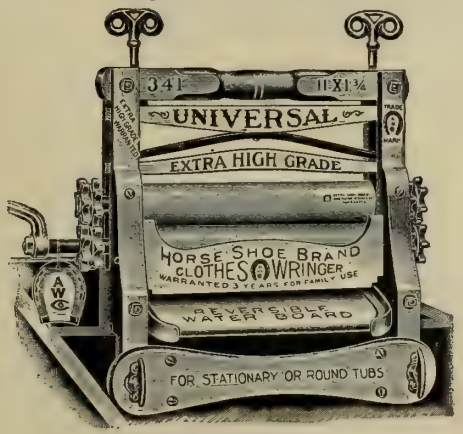
Universal
Folding Bench
Wringer
Warranted 3 Years
for Family Use.
Exposed Cog
Wheels.
Plain Bearings and
Steel Ball Bearings.



Plain Bearings
No. 350-B Rolls, 10 x 1¾ in.
No. 351-B Rolls, 11 x 1¾ in.

Steel Ball Bearings
No. 380-B Rolls, 10 x 1¾ in.
No. 381-B Rolls, 11 x 1¾ in.

Universal
Warranted for 3 Years.
Plain Bearings and Steel Ball Bearings.
Exposed Cog Wheels.

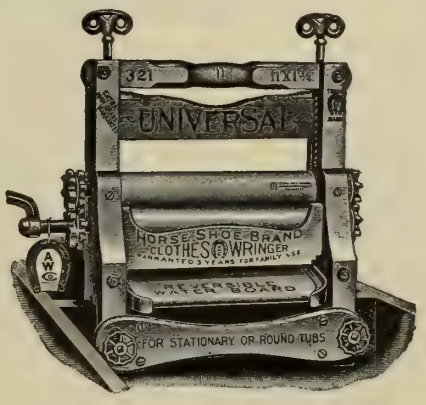


Plain Bearings
No. 340 Rolls, 10 x 1¾ in.
No. 341 Rolls, 11 x 1¾ in.

Steel Ball Bearings
No. 360 Rolls, 10 x 1¾ in.
No. 361 Rolls, 11 x 1¾ in.

SEND FOR CATALOG F

Universal
Warranted for 3 Years.
Plain Bearings and Steel Ball Bearings.
Exposed Cog Wheels.



Plain Bearings
No. 320 Rolls, 10 x 1¾ in.
No. 321 Rolls, 11 x 1¾ in.

Steel Ball Bearings.
No. 327 Rolls, 10 x 1¾ in.
No. 328 Rolls, 11 x 1¾ in.

THE AMERICAN WRINGER CO.

New York, U.S.A.



We Are
THE BASEBALL BAT AND HOCKEY STICK SPECIALISTS

We concentrate on the manufacture of these products, resulting in a goods that are, we believe, superior to all other in design, material and finish.

We have experts on our staff who supervise the manufacturing, from the raw material to the finished product.

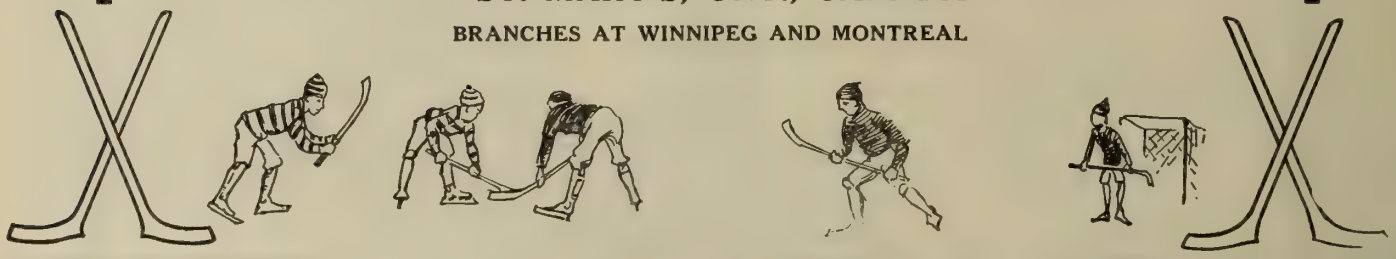
The fine finish and care in branding makes our goods so **attractive** that they are **very easily** sold. The quality ensures re-orders.

Send us a trial order and be convinced. Ask about our axe and pick handles.

ST. MARY'S WOOD SPECIALTY CO., Limited

ST. MARY'S, ONT., CANADA

BRANCHES AT WINNIPEG AND MONTREAL



"GREAT WEST" The Woven Fencing That Produces Big Results

This is a fencing that Western dealers cannot afford to overlook. It is gaining great popularity for its strength and endurance, and the demand is rapidly increasing. It gives perfect satisfaction and meets all the requirements of a high grade fence.



Is made of the best quality of No. 9 Hard Drawn Galvanized Wire with a "Tie or Lock" that holds the wires absolutely secure at each intersection.

We cater to the Western dealers, and on account of our factory being in the West we can deliver all orders on shortest notice.

Write to-day for prices and discounts.

The Great West Wire Fence Co., Limited

WINNIPEG

STAR
Safety Razor

Mr. DEALER—ATTENTION!

The Star Safety Razor has been made by us for the past thirty-seven years. During our long experience we have from year to year improved upon it in quality and mechanical perfection. The old reliable "STAR" with the hand-forged solid heavy blade is to-day absolutely perfect in every detail. We could not improve the razor so we have improved the case. Here it is.

The No. 1 Star Safety Razor



No. 1 STAR SAFETY RAZOR SET (illustration actual size). **Handsome black leatherette case, purple velvet lining, silver nickel-plated razor frame, heavy metal combination handle and stropper and one "Star" Blade.**

Get ahead of the other fellow in your city and fill all orders upon demand. Good profit and big sales are yours if you stock at once. Write us for catalogue and quotations on our complete line of

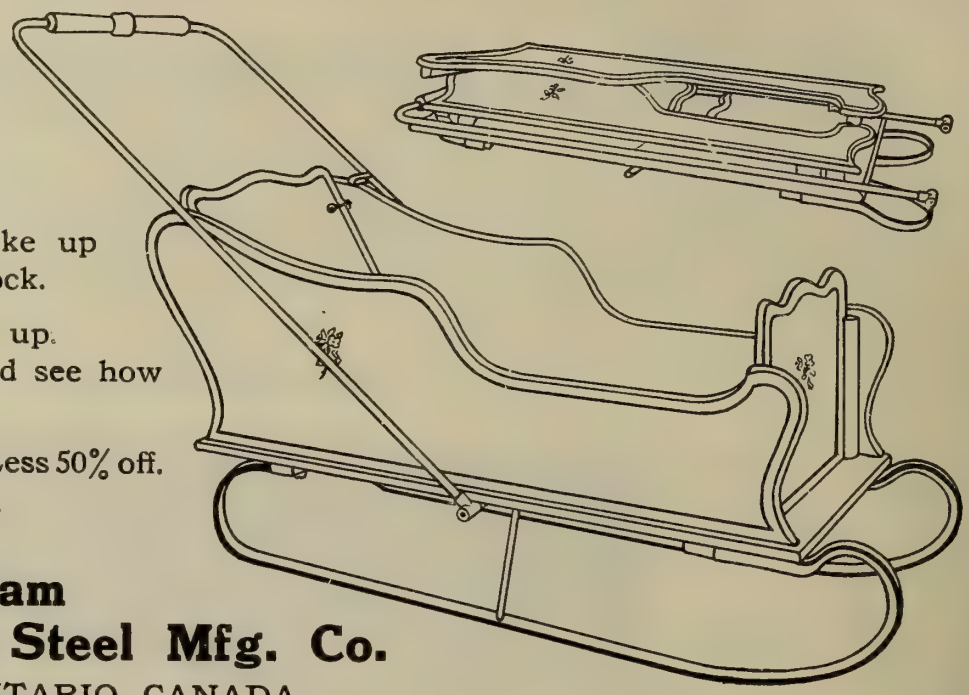
Star Safety Razors
Star Stropping Machines
Star Diagonal Grooved Strops
Star Shaving Brushes
Star Safety Corn Razors

Your Jobber will supply you. If he does not carry a stock of our lines please write and give us his name. We will get him started.

KAMPFE BROS. 8 Reade Street, New York City

The Chatham Child's Folding Cutter

Is An Article You Cannot Afford To Overlook When Stocking Your Winter Goods



Superbly finished in red or dark green.

Convenient and safe for shipment.

When folded will take up very little space in stock.

Easily folded or set up. Stock one on trial and see how easily it will sell.

Price per dozen $84.00 Less 50% off.

Write us now

The Chatham Malleable & Steel Mfg. Co.

CHATHAM, ONTARIO, CANADA

Good Pumps--- With Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.



McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue. Write

The

R. McDougall Co., Limited

GALT, CANADA

Robert Sorby's

World-Famed Kangaroo Brand

TOOLS

OF ALL KINDS



Lists and Prices from

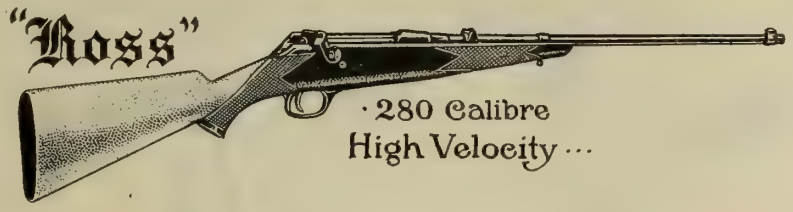
Robert Sorby & Sons, Ltd., Sheffield

Canadian Representative:

GEO. H. SAYWELL, 61-3 Albert St., WINNIPEG

Local Agents at

Toronto, Calgary, Vancouver and Saskatoon



There Are Lots of Men With $70.00

Quite a few go to your store and could be tempted by a "Ross" High Velocity Rifle.

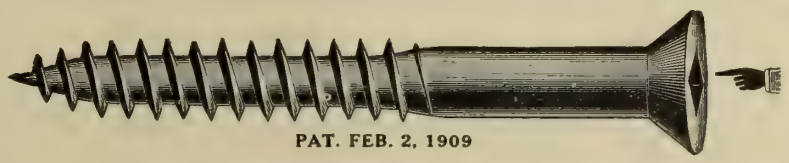
In fact, every sportsman, who has the price, will look longingly at this arm and require very little coaxing to buy it.

And this one sale is not a bad day's work!

If you have not any in stock, write at once for discounts and full particulars.

ROSS RIFLE CO. - QUEBEC





PAT. FEB. 2, 1909

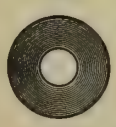


ROBERTSON

SOCKET HEAD

WOOD SCREWS





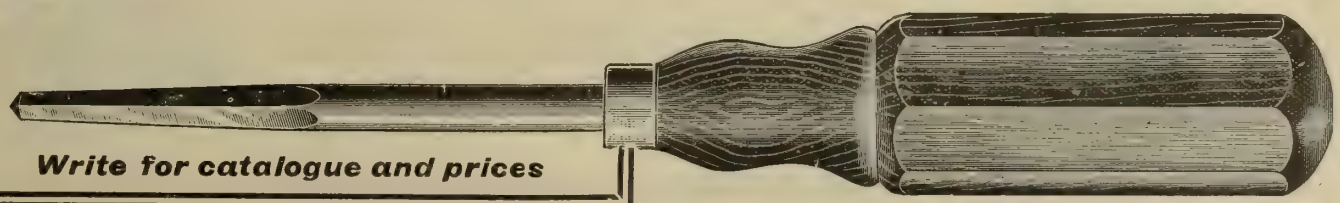
have a new and very important feature in the square hole. It is a feature that wood workers are quick to notice, as it not only preserves the screw, but also saves much of their valuable time, as it does away with all possibility of the screw driver slipping. It is certain to create a large demand in your vicinity after once introduced.

We also manufacture Hand Drivers, Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails, Wire and other high grade products.

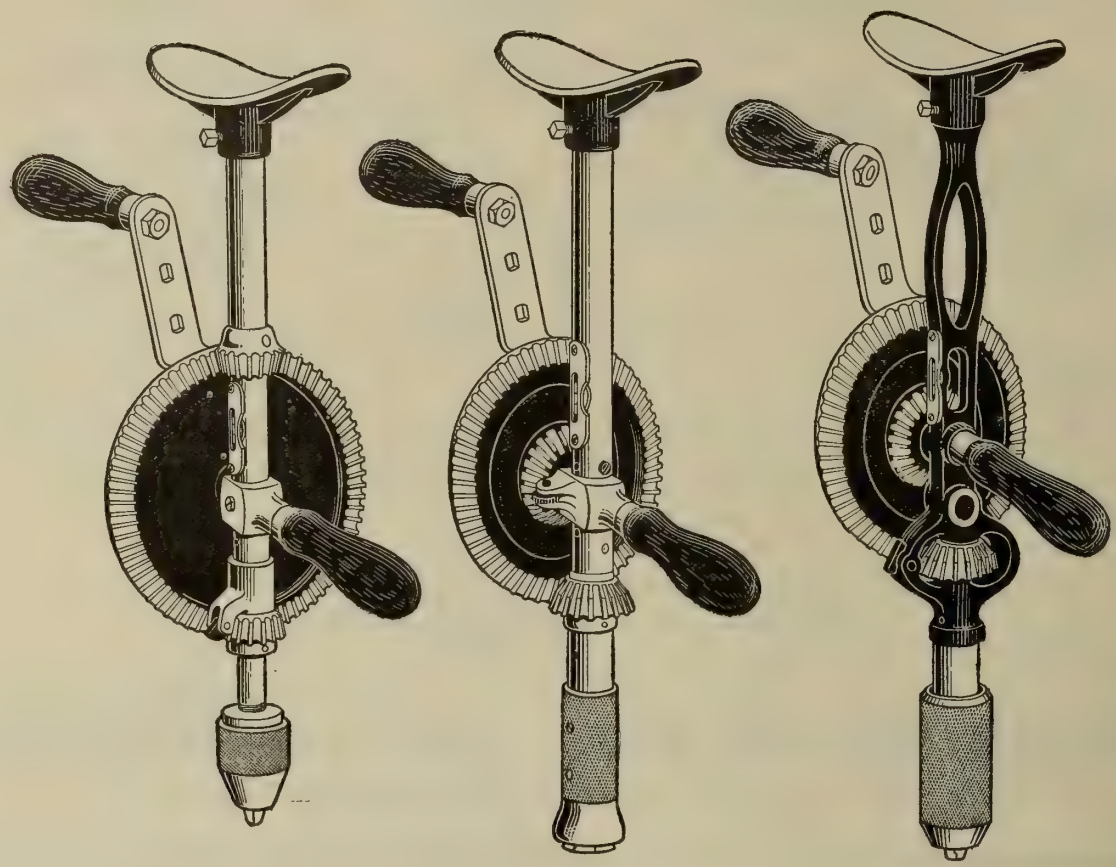


The P. L. Robertson Manufacturing Co., Limited, - Milton, Ont.

TORONTO WAREHOUSE, 19 Jarvis Street, - F. J. Schuch, Agent



Write for catalogue and prices



Stanley Tools

We are now manufacturing a complete line of BREAST DRILLS, and the same careful attention is given to their construction and general finish, as distinguishes all "STANLEY TOOLS."

Only three numbers are shown above, but we offer twelve different styles from which you can make up your assortment.

Among them will be found Single and Double Speed Drills (the latter with two speeds), three methods of frame construction, four distinct styles of jaws, as well as a variety of finishes.

A special circular just issued tells all about these tools. Your customers would be interested to receive it.

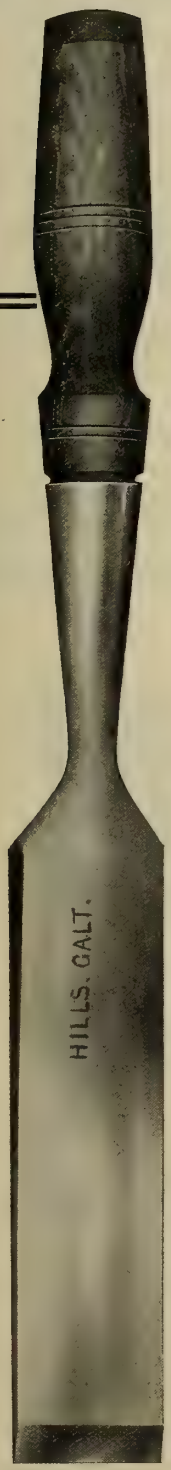
STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

WE MANUFACTURE THE HIGHEST GRADE LINE OF

AXES, CHISELS, HAMMERS, DRAW KNIVES, LUMBERING TOOLS, ADZES, Etc.





Our Guarantee

WE guarantee to replace free of charge any tools that prove defective in material or workmanship.



Allan Hills Edge Tool Co.

LIMITED

Galt, Ontario, Canada

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality

TRADE THE GARLOCK PACKING CO. HAMILTON CANADA MARK

The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY

HAMILTON, - ONTARIO

PIONEERS IN THE PACKING BUSINESS

PIG IRON

M. & L. Samuel, Benjamin & Co.

CORNER KING STREET AND SPADINA AVENUE

TORONTO

THE METAL WORKER'S FAVORITE

J L B L CANADA

"QUEEN'S HEAD" Galvanized Iron

Works up quicker and easier, saving time and money

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch

"DOMINION"

Signifies High Quality

ON

Bar Iron — Hoop Iron
Polished Canadas — Galvanized Canadas
Charcoal Tinplates

Specify "DOMINION CROWN" on your orders.

A. C. LESLIE & CO., Limited

MONTREAL

A New Line

"Yankee" Plain Screw Drivers



Strong, durable, well balanced tools, of the same high quality of material and workmanship as other "Yankee" Tools, which to-day are without equal.

The blade and ferrule are highly polished, the handle of hardwood, finished in dull black, making a handsome appearance.

Each tool is thoroughly tested and the blades positively guaranteed not to turn in the handle.

Your Jobber Will Supply You

No. 90, Standard Style, Fourteen Sizes, 2 to 30 in.

No. 95, Cabinet Style, (Slim Blade) Eleven Sizes, 2½ to 15½ in.

Made by

North Bros. Mfg. Co.

PHILADELPHIA, PA.

36 YEARS
AND GOING STRONG

Magnolia Metal commonly runs ten and fifteen years, and sometimes twenty years, but here is a record that tops them all. Estimating nine hours as an average working day, the time that the Magnolia bearings have run in the Ice Machine mentioned below is equivalent to thirty-six years service and they are still running in good condition.

THE BRYN MAWR REAL ESTATE CO.,
ENGINEER DEPARTMENT.
Bryn Mawr, Pa., May 13th, 1912.

Gentlemen:—

In answer to yours of May 8th, I wish to say that I have been using Magnolia Metal for about twenty years.

I have an Ice Machine on which the main bearings and crank pins were filled with Magnolia Metal **sixteen years** ago.

The Main bearings are still in first-class shape, but two years ago our Engineer tried to run without oil on the main crank, and we had to rebabbitt it.

This machine **runs continuously for five months** during Summer, and averages **eighteen hours a day the rest of the year.** The principal use I have made of Magnolia Metal is for bearings on Ice Machines, High Speed Engines. Air Compressors and bearings on some Pumps, and I find that it gives satisfaction wherever used.

Yours truly,
WM. SCHOCH.

SPECIAL OFFER

PRACTICAL ENGINEER POCKET BOOK—700 pages, over 2,000 subjects. Price 40c post paid. We import these books, in large numbers, from England, as an advertising medium, and give Engineers benefit of low price. They are highly spoken of. Address Montreal Office.

Sold by leading dealers everywhere or

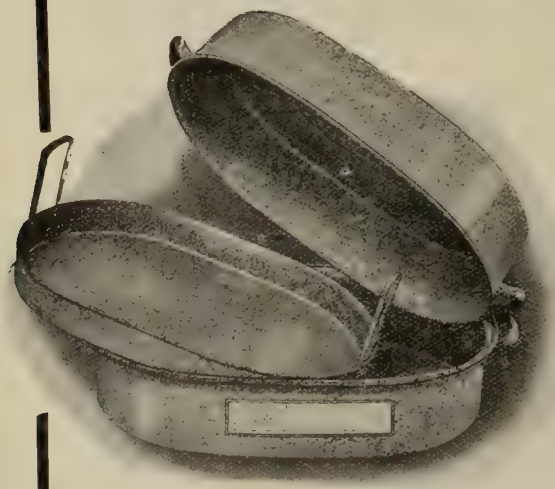
MAGNOLIA METAL CO.

Office and Factory:

225 St. Ambroise St. - MONTREAL



NOW—There's good business in this!



Cut Shows Roaster Open.

McClary's
"PERFECTION" ROASTER

Will be wanted by every customer of yours—when you show them its wonderful advantages.

Prevents loss of meat by shrinkage. Cooks all kinds of meats perfectly. Retains all the natural juices in the meat.

Food cooked in the Perfection is more nourishing and strengthening.

NO BASTING. NO GREASY SPLUTTER ALL OVER THE OVEN. NO BURNT FOOD.

ORDER NOW—We will send you some beautiful and effective window display cards got up in colors.

McClary on goods is a Quality name.

McClary's

McClary's Ship Quick

Toronto Montreal London Vancouver St. John, N.B. Hamilton Winnipeg Calgary Saskatoon





METALLIC CEILINGS FOR STORES

There is money for you in selling them, in erecting them and in selling the paint to finish them. Write for our Catalogue and go in for this line at once.

The Metallic Roofing Co. of Canada, Limited

TORONTO, ONT. **Manufacturers** **WINNIPEG, MAN.**

C 91



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools. Light and Durable.

Send for Catalogue and Price List. **Long Distance Phone No. 87.**

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thos. Pink Company, Ltd., Manufacturers of Lumber Tools

PEMBROKE, ONT.



Esc. 1879—Knob G. 15.

It's Easy

to make quick sales and build a reputation if you sell

Peterboro Hardware

It is our aim to manufacture the most extensive and up-to-date line of finishing hardware in Canada.

We continually add new lines to suit the requirements of the trade.

The quality of **"Peterboro" Hardware** is the best, and for your protection we trade mark all our lines.

Sell hardware that's "Peterboro" and you will have a consistent and increasing demand for it.

Let us convince you as to its artistic and winning qualities by sending you a line on trial.

Write for our large catalog.

Peterborough Lock Mfg. Co., Limited

Peterborough, Ont.

Why not make 1912 the most profitable saw year in your history?



ATKINS STERLING SAWS

MADE IN CANADA

THEY are Quality Saws. They appeal to the best mechanics and are backed up by an aggressive advertising campaign that pays. Write us for full information. It will cost nothing to at least investigate the merits of this important line. Address

E. C. ATKINS & CO.,

MAKERS OF STERLING SAWS

HAMILTON, ONTARIO

Vancouver Branch, 109 Powell St.

U.S. Factory, Indianapolis, Ind.

SOME OF OUR SPECIALTIES

What Do You Think About Them ?



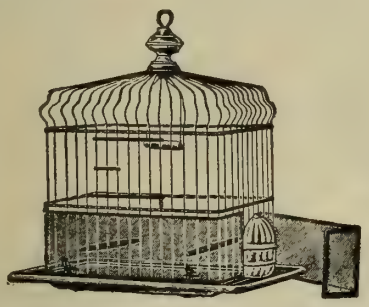
Wright's Conductor Elbows, Pipe and Trough cannot be equalled in the world.



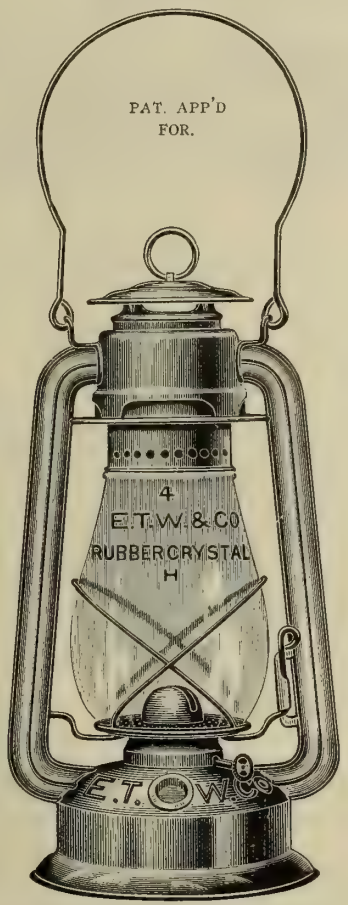
Wright's Stove Pipe Collars, Thimbles, Flue Stoppers and other accessories are first-class.



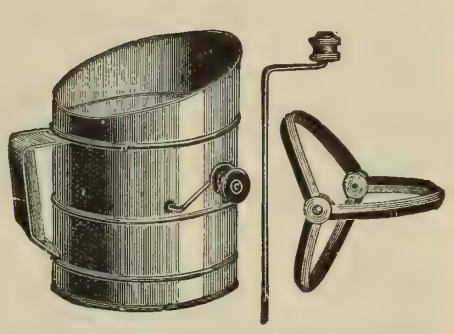
Wright's Stove Pipe Elbows and Pipe fit perfectly, and are made in all sizes.



Wright's cagemakers are experienced men who have made a specialty of this work during their lifetime.



Wright's Lanterns set the standard for Canada and the world.



Wright's Victor Sifter is a staple kitchen article which has a continuous sale.

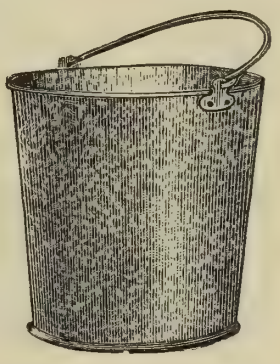




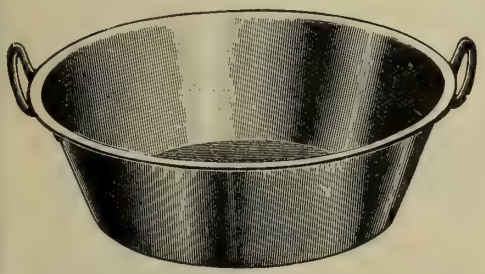
Wright's line of Oilers is extensive, and includes styles to suit every purpose.

Write us for Copy of Our Catalog.

Ask us for any Information you want.



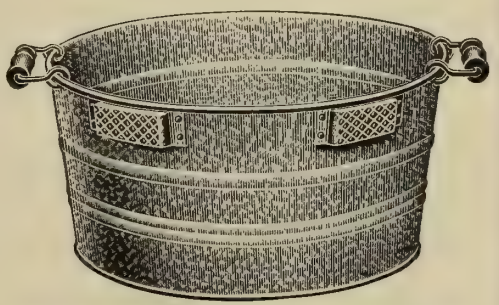
Wright's Galvanized Buckets and Pails are strong and well galvanized.



Wright's Anti-Rust Tinware is triple coated, durable and sanitary.

DO YOUR OPINIONS COINCIDE WITH OURS ?

They Will If You Handle Our Goods.



Wright's Galvanized Tubs are the right shape, the right quality, and the right price.

E. T. WRIGHT & CO. - HAMILTON, CANADA

(H. G. WRIGHT)

Agencies at Vancouver Winnipeg and Toronto

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



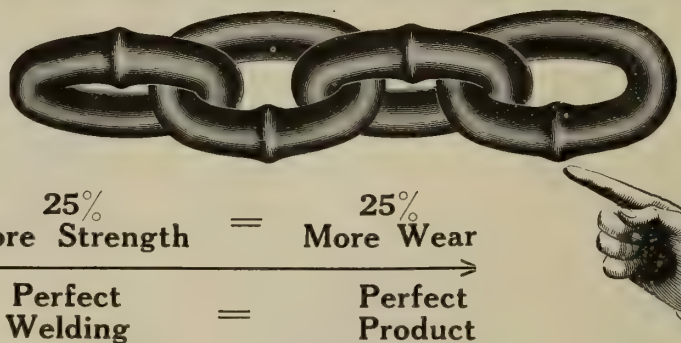
INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

McKinnon Electric-Welded Coil Chain



McKinnon Swell-Weld Coil Chain

25% More Weld = 25% More Strength = 25% More Wear

Perfect Stock + Perfect Welding = Perfect Product

MADE IN CANADA

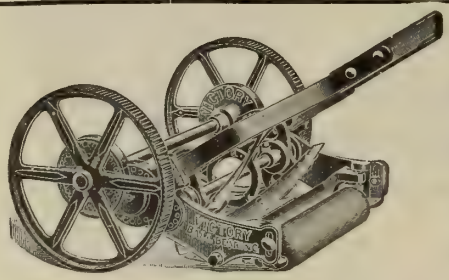
See The Swell?

MADE BY

Sales Office: BUFFALO, N.Y.

McKINNON CHAIN COMPANY

Factory: ST. CATHARINES, ONT.

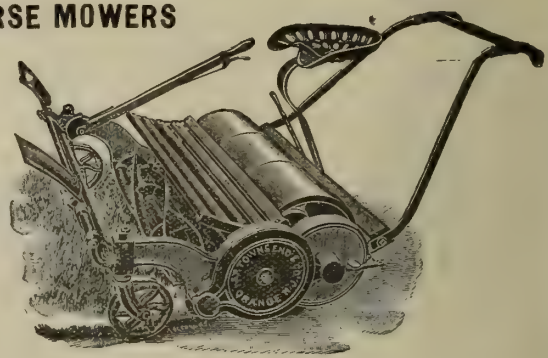


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



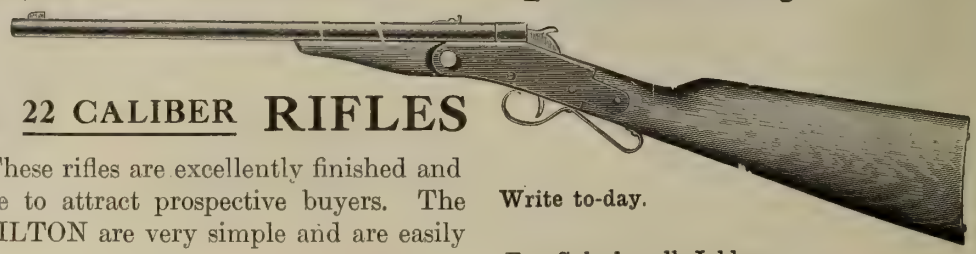
Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.

Quality, Accuracy and Dependability

are three of the features that have made the



HAMILTON 22 CALIBER RIFLES

popular with every user These rifles are excellently finished and well balanced and are sure to attract prospective buyers. The working parts of the HAMILTON are very simple and are easily kept clean.

It will be to the dealer's advantage to communicate with us at once and get our circulars and prices.

Write to-day.

For Sale by all Jobbers.

C. J. HAMILTON & SON

Plymouth, Mich., U.S.A.



The "W. & B." LINE



W & B CO TRADE MARK ⟵ Tools of Quality Bear these Marks ⟶ W&B TRADE MARK



REVIEW YOUR PAST PURCHASES



The records will show that TRADE MARKED products have proved the MOST SATISFACTORY from all angles of your business. They represent the BEST MATERIAL, WORKMANSHIP and MODERN CONSTRUCTION.

"W. & B." GOODS ARE BACKED BY 58 YEARS' UNINTERRUPTED MANUFACTURING PROGRESS.

THEY BEAR THE "W. & B." TRADE MARKS OF SUPERIORITY



TWIST DRILLS FOR ALL PURPOSES

"W. & B." DIAMOND TWIST DRILLS AND REAMERS made from CARBON AND HIGH SPEED STEEL.

"W. & B." "HERCULES" HIGH SPEED DRILL. The strongest Twist Drill made, because it is twisted hot from HIGH PERCENTAGE VANADIUM HIGH SPEED STEEL. This Drill is the SENSATION of the Machinists' trade.

"W. & B." WRENCHES—LARGEST OUTPUT and MOST COMPLETE LINE of Wrenches in the World. Machinists', Agricultural, Knife Handle, "Railroad Special," Railroad Construction and Car Builders', "Bull Dog," Automobile, General Purpose, etc. ALL STEEL AND DROP FORGED WRENCHES. ALL STYLES.

"W. & B." HAMMERS—Machinists' Ball, Straight and Cross Pein. They are drop forged from best quality of High Carbon Hammer Steel and fitted with selected all-white straight grained second growth hickory handles.

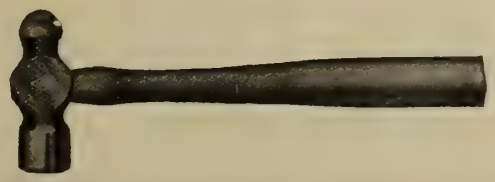


The Whitman & Barnes Manufacturing Co.

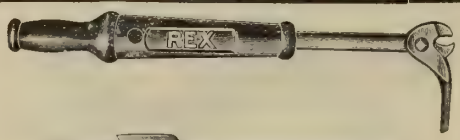
ESTABLISHED 1854

ST. CATHARINES, ONT., CANADA

STOCKS CARRIED AT WINNIPEG AND MONTREAL









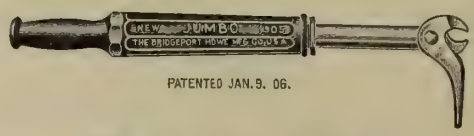


WE MAKE THE MOST COMPLETE LINE OF OPENING TOOLS IN THE WORLD

TWENTY-THREE STYLES

Send for colored supplement illustrating this fine line.



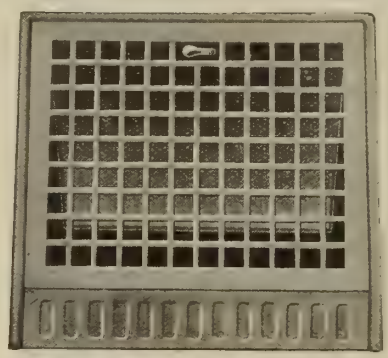


PATENTED JAN. 9. 06.



THE BRIDGEPORT HARDWARE MFG. CORP., BRIDGEPORT, CT., U.S.A.

CANADIAN REPRESENTATIVE—MR. PRESCOTT W. ROBNISON. 288 ST. PAUL ST., MONTREAL, QUE.



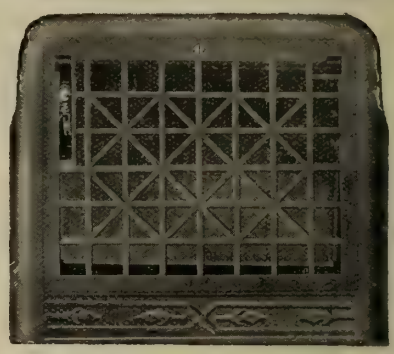
STEEL BASEBOARD REGISTER
ALL STEEL
LIGHT SHIPPING WEIGHT

MR. FURNACE MAN

THE ONLY WAY TO MAKE MONEY IS BY USING "**THE FERROSTEEL LINE**" OF REGISTERS

Our reputation is unequalled for highly finished goods—complete satisfaction guaranteed.

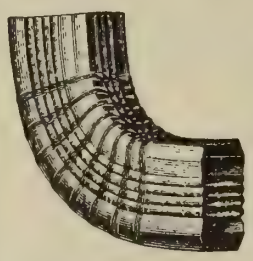
BASEBOARD and FLOOR REGISTERS
FACES and BORDERS
ALL SIZES—ALL FINISHES



TORONTO BASEBOARD REGISTER
CAST IRON
WRITE FOR CATALOG and PRICES

CANADIAN FERROSTEEL COMPANY, LIMITED, BRIDGEBURG, ONTARIO





This square corrugated pipe is the neatest looking pipe on the market and easy to sell.

Elbows and Hooks to match

Eavetrough Corrugated Iron Skylights Valleys
Ventilators Ridge Roll etc.

WHEELER & BAIN
TORONTO

THE QUICK SHIPPERS



THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

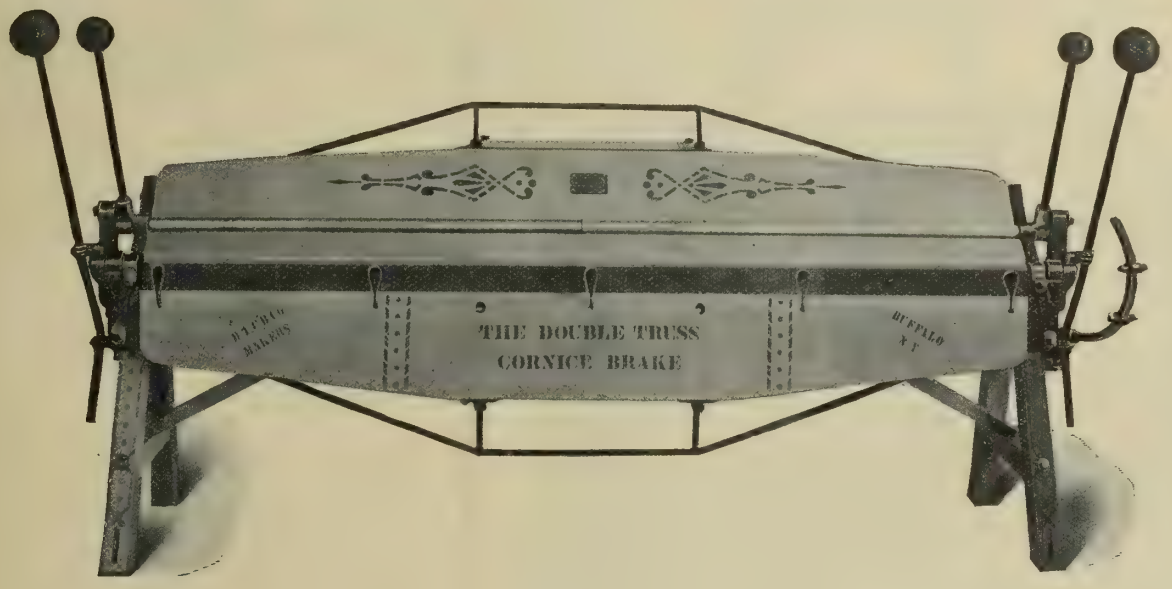
For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

WE MAKE A SPECIALTY OF

Double Truss Cornice Brakes and Electric City Gutter Formers

for bending and forming sheet metal.

Our Cornice Brakes have been thoroughly tested on all kinds of sheet metal work for nearly 20 years, and they are more popular than ever.



They are in use in every civilized country, and many of the larger shops in this country have from 3 to 9 of these machines in actual use, which speaks volumes in their favor.

We make a special feature of prompt shipments.

A post-card will bring you an illustrated catalogue and a pamphlet containing names of thousands upon thousands of users of these machines.

Address our Canadian representative,

THE A. R. WILLIAMS MACHINERY CO.

Toronto, Ontario

Or the Manufacturers,

DOUBLE TRUSS CORNICE BRAKE COMPANY

38 CHANDLER STREET - - - BUFFALO, N.Y.

Every Progressive Dealer Should Stock An Order

OF

CRESCENT SILVERWARE

Its High Quality,
Artistic Design and Fine Finish
Make It A Good Seller



We have a **Large Assortment of the Choicest Silverware** —silverware to meet every requirement and give perfect satisfaction.

A display will bring many Fall and Winter wedding gift seekers your way, and the result is that you procure a good clean profit and larger business.

Do not delay!
Write at once for our **complete catalogue** and **price list.**

DEFRIEZ & WOODMAN, Limited

Head Office and Salesroom:
64 Wellington Street
TORONTO

Factory:
ALLISTON, ONT.

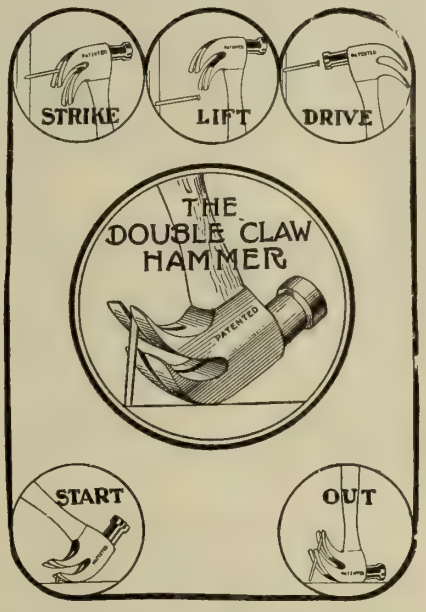
Branch Salesrooms:
204 St. James Street, Montreal
And at Winnipeg















Handiest Hammer Ever Made

1. "Your Double-Claw Hammer is certainly a pippin. I have used hammers for fifty years and would not sell this one for ten dollars if I could not get another."
2. "You can use my name. You have got them all beat."

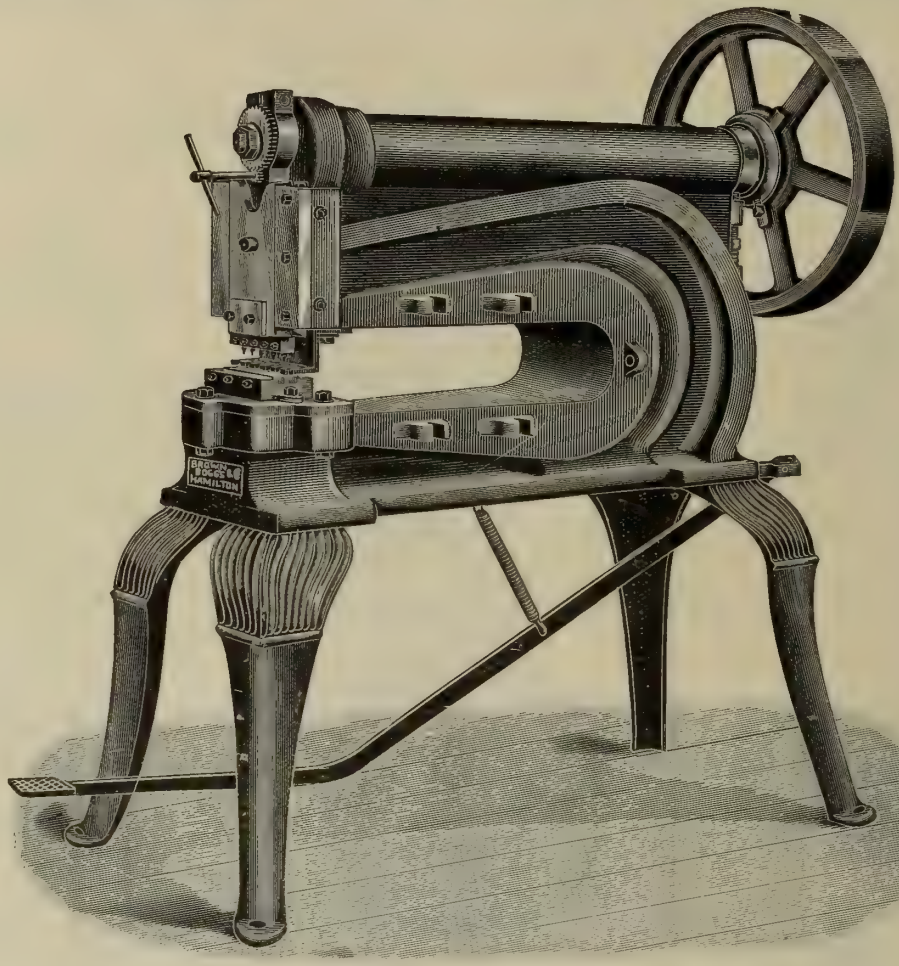
These letters are on file, and many others. We never solicit testimonials. It is extravagant to use your old-style hammer any longer!

LEWIS BROTHERS, LIMITED, MONTREAL

RANGE MAKERS!

Your Steel Range Equipment is incomplete without one of our high grade

DEEP THROAT POWER PUNCHING PRESSES



These are manufactured in three sizes, 12, 18, 24 inch Gap, are so constructed that reversible knives can be attached for cutting out the CENTRES of the sheet.

OVAL HOLES can be stamped out on this press as well. We supply the necessary dies.

We manufacture a complete line of

Range Makers' Machinery

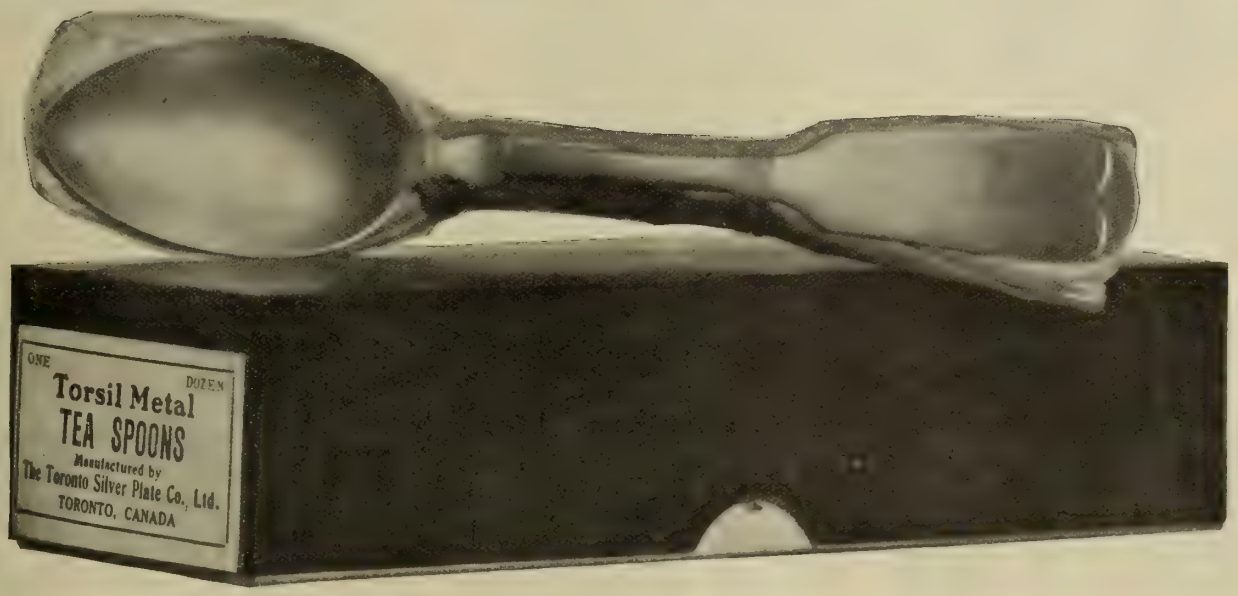
The Brown-Boggs Co., Ltd. - Hamilton, Ont.

Presses *Dies* *Tinsmiths' Tools* *Sheet Metal Working Tools*

TORSIL METAL

The Stamping of Torsil Metal on Spoons nad Forks conforms with the Gold and Silver Marking Act

Tipped Pattern



Spoons and Forks made of Torsil Metal are guaranteed solid Metal throughout. Torsil Metal is a solid White Metal, exceptionally hard, combining durability and strength, no coating to wear off, will not rust, for hard usage will give perfect satisfaction, fully equal in quality and in some cases far superior to British, American or other Canadian made goods, and no higher in price.

For Hotels, Restaurants and family use, where customer does not wish to go to the expense of plated goods, Torsil Metal is without a parallel.

As there is no plate to wear off, any Silver Powder, Chalk or Electroine can be used to clean them; the more they are cleaned the whiter and more beautiful they become.

Torsil Metal Spoons and Forks are tied up in sets of six with olive green ribbou, packed one dozen in an olive green box and nicely labelled and plainly numbered.

If you cannot buy this line from your Jobber write us direct for our prices and a sample spoon; the sample spoon will not cost you anything, and we would like you to try it with a file and see how hard it is, and generally to compare it with any other similar line that you may now be handling.

The Toronto Silver Plate Co., Limited

Silversmiths and Manufacturers of Electro Silver Plate

Factories and Salesrooms
WEST KING STREET, TORONTO

Winnipeg Show Room
ALBERT STREET

E. G. GOODERHAM
President

(PAT. APPL'D FOR)



No. 1130 (Straight Spout)
No. 1131 (Bent Spout)

All Mowing Machine Oilers
$1\frac{1}{2}''$ Opening

No. 1130 Oiler
Body and Bottom
ONE PIECE

No. 1120 Oiler
SOLID BRASS
Hoop and Screws

Trade HERO Mark



No. 1120 (Straight Spout)
No. 1121 (Bent Spout)

FOR

HARVEST TIME

AND

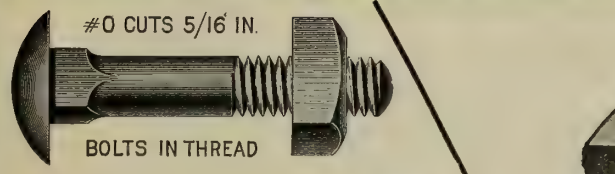
EVERY TIME

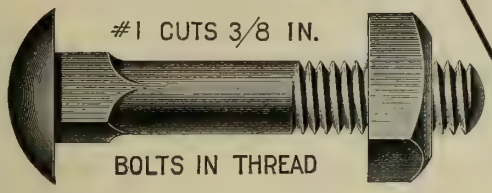
Oilers—

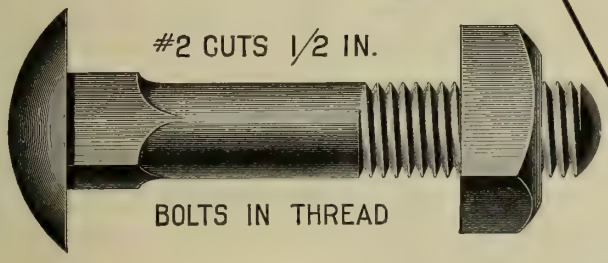
A Size And Kind for Every Use.
Ask Your Jobber About Them.

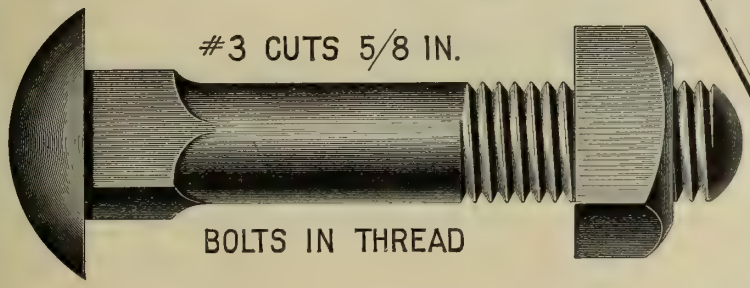
The Hero Manufacturing Co., Philadelphia

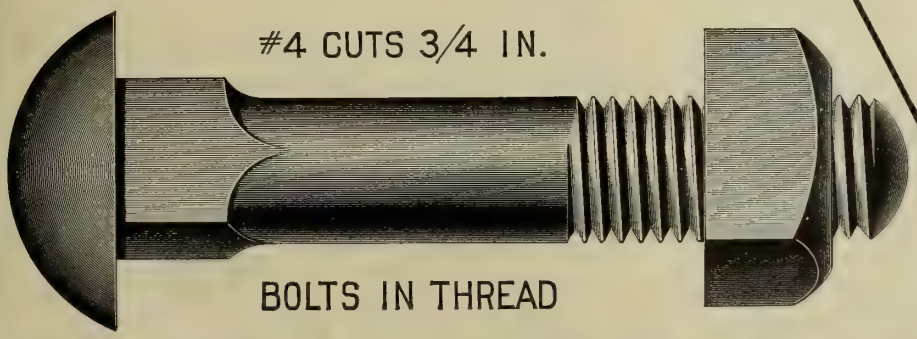
PORTER'S BOLT CLIPPERS

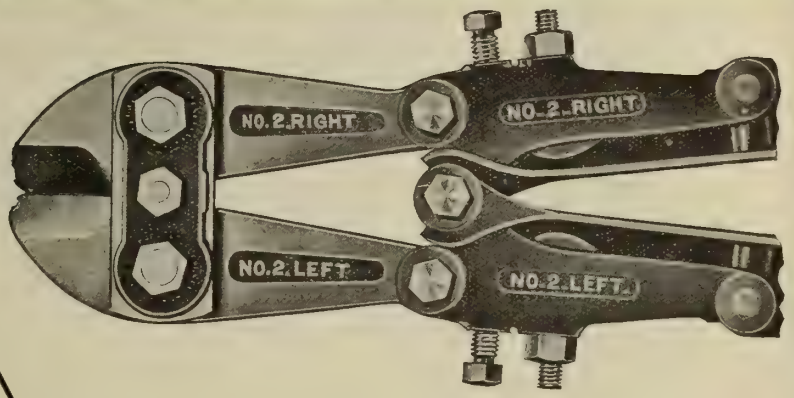












PORTER'S BOLT CLIPPERS have had the LARGEST SALE FOR THIRTY-ONE YEARS BECAUSE SUPERIOR TO ALL OTHERS in MATERIALS, WORKMANSHIP and SERVICE.

FOR SALE BY THE TRADE GENERALLY. Beware of imitations and pattern tools.

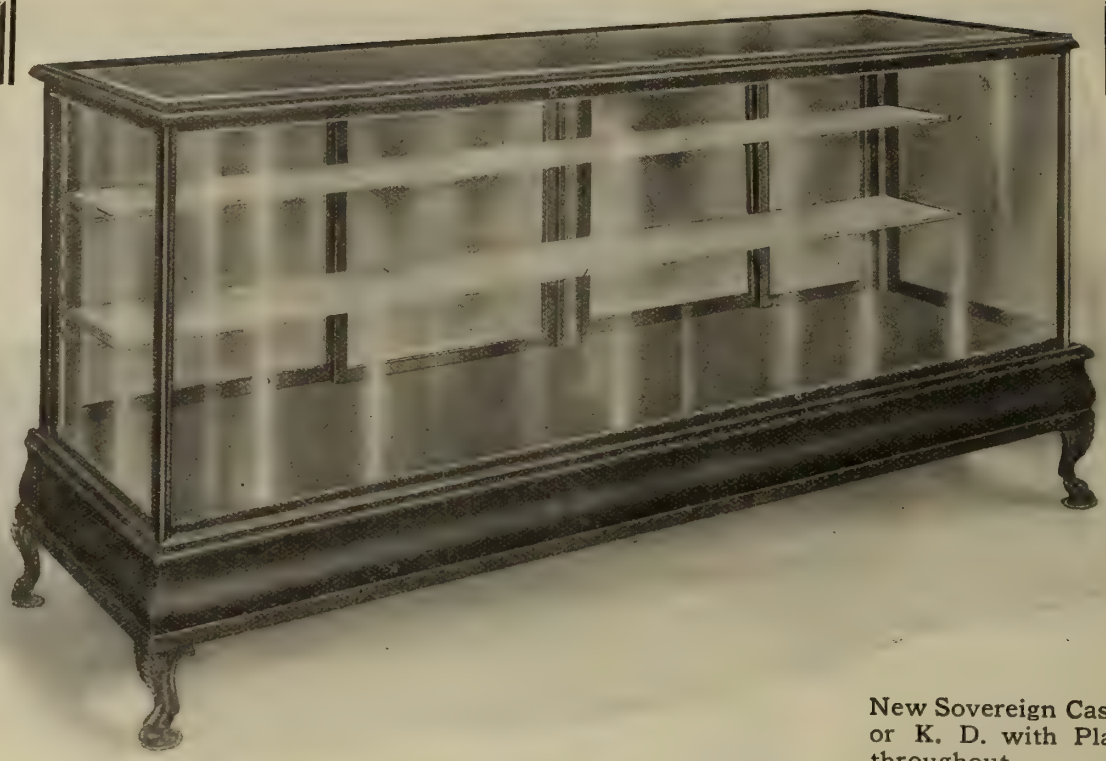
"NEW EASY"
The World's Standard
Nos. 0, 1, 2 and 3

"EASY"
The Old Favorite
Nos. 1 and 2 only

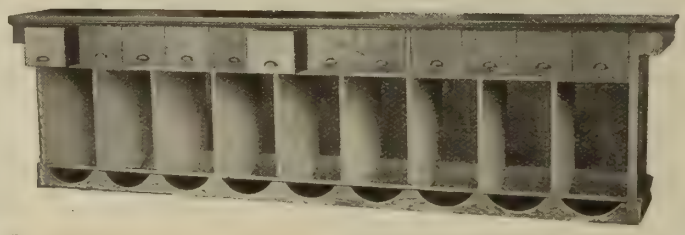
ALLEN-RANDALL
Five Sizes
Nos. 0, 1, 2, 3 and 4

H. K. PORTER
BOLT CLIPPER SPECIALIST
FACTORY & OFFICE, 6 ASHLAND ST., EVERETT, MASS., U.S.A.

PRINT NO. 13



New Sovereign Case Set Up or K. D. with Plate Glass throughout.

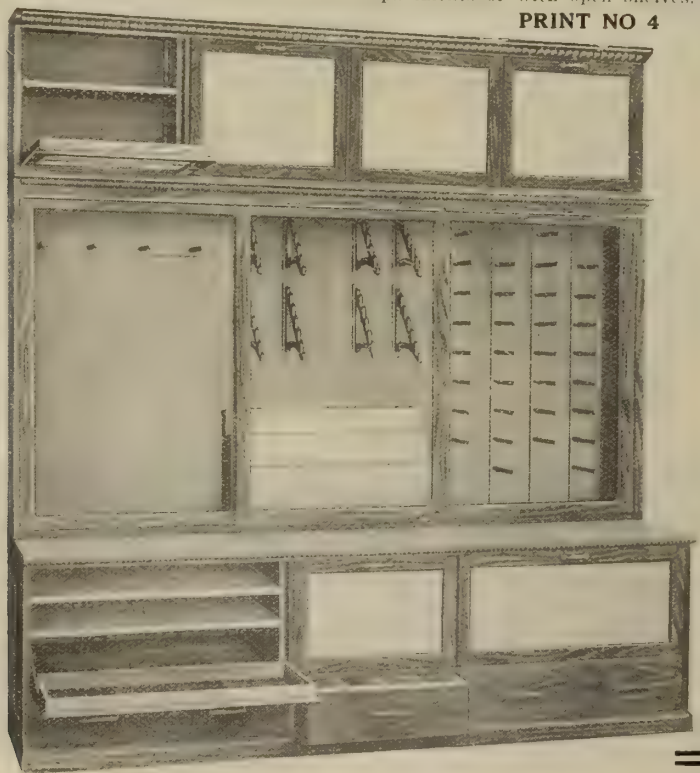


Rear Elevation

Solid Panel Counter

Cut shows rear of Standard Counter equipped with one row of 8 in. deep drawers, a row of nail compartments, each with capacity of a keg or more. The same style of counter may be made up with rear equipment of two rows of nail compartments or with open shelves.

PRINT NO 4



You CAN Draw a Larger Trade

by making your store more attractive and more systematic by installing

Berlin Hardware Display Cabinets

We design and manufacture Display Cabinets and Counters to meet all your requirements.

We use only the best materials and employ expert mechanics.

Print No. 4 illustrates another section of a large case fitted with glass display drop front compartments at top and bottom, and large doors for display of mechanics' tools. No dust can soil the appearance of the articles in the cabinet.

Did you cut print from last issue?

If not it will pay you to do it now, if possible. **Save all the prints with numbers** for reference in designing a case to meet your particular requirements. Then write us for specifications and prices.

Write for circulars on complete line of store fixtures or any special line in which interested.

The Walker Bin & Store Fixture Co.
LIMITED

Manufacturers and designers of
Modern Store Fixtures

BERLIN, ONTARIO

No Locks are Yale Locks unless made by Yale & Towne

YALE



YOU can do one of two things when a customer asks for a door check—either sell him a Yale or sell him something else. But there's only one thing to do when he asks for the most reliable door check he can buy. Because then he's asking for a **Yale** Door Check. Here are three popular forms of the Yale Door Check. Your customers should know about them—and it is even more important that you should:

The Yale Door Check

The most perfect door-checking device made, embodying the time-proven principles of the Blount Check, with improvements which make it a distinctly new model.

Yale Checking Floor Hinge

A combined door check and hinge, located in the floor. Does away with projections from door, and if installed at time of building, is preferable to the overhead type of check.

Yale Double-Acting Check

A device for double doors that closes them quickly and quietly. Stops flipflapping and yet permits doors to swing in both directions.

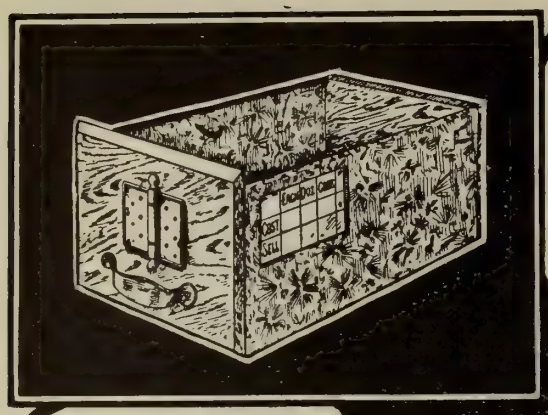
Our magazine advertising on Yale Door Checks is going to make buyers in your locality. To help you get these buyers into your store, we are ready to co-operate with you, free of charge, by furnishing you with newspaper advertisements, booklets and leaflets, lantern slides, window displays, blotters, counter mats, etc.

Address Dealers' Advertising Service

Canadian Yale & Towne Limited

Makers of YALE Products in Canada

General Offices and Works: St. Catharines, Ont.



Add An Air Of Distinction To Your Store

And Attract More Trade!

A Number Of Our

Metal Shelf Boxes

NICELY ARRANGED

WILL DO IT

They Are Hard Working SILENT SALESMEN

Every dealer has to face competition, and to secure the majority of customers an **attractive, systematic store** is necessary.

And besides, the **articles are displayed on the outside of each box,** and enables the customer to make his selection quickly, and **often calls his attention to articles which he would otherwise have forgotten.**

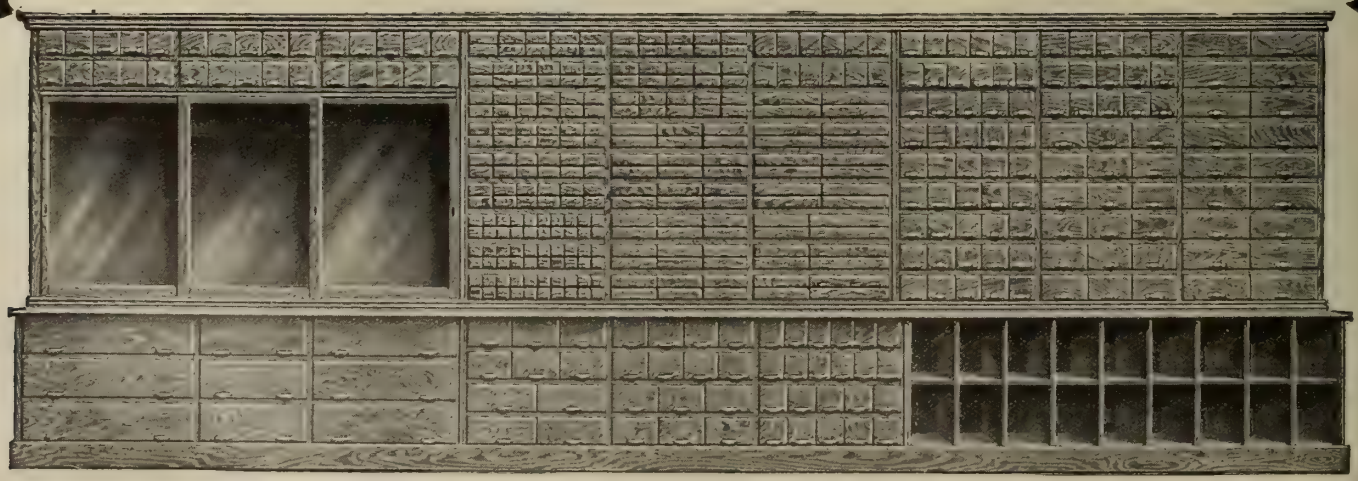
The **clerks** will give **quicker and more satisfactory service.**

These Metal Shelf Boxes cannot be equalled in **strength** and **durability,** and are great **space economizers.**

Tell us your requirements and we will sketch a plan for an assortment of boxes and quote you prices on same. We also **handle shelving, counters, screw cases, etc.**

Do not delay—write us now.

Cameron & Campbell, Sole Manufacturers, **Toronto, Can.**





"KYL-FYRE," THE FIRE EXTINGUISHER

WITH A WORLD WIDE REPUTATION. ENTIRELY OF BRITISH MANUFACTURE

Over 1,500,000 Extinguishers Installed. Always ready for use. Cannot get out of order. Will last indefinitely. Simple manipulation.

CONTAINS NO GRIT OR ACIDS! WILL NOT FREEZE AT ANY TEMPERATURE

Adopted by the British and Foreign Governments, and the leading Corporations, Railway and Steamship Companies, Electricity works, Motor Garages, Hotels, Hospitals, etc., etc.

A Profitable and High Class Line for all Storekeepers

Applications for Agency and for full particulars to:—

KYL-FYRE Ltd. Eastbourne, Eng.



No. 1186 Coal Grate

MANUFACTURED BY

The Ohio Foundry & Manufacturing Co.

STEUBENVILLE, OHIO, U.S.A.

Manufacturers of all styles of coal or gas burning fire-place goods, as well as andirons and wrought fire-place trimmings.



Hitch Your Saw Frame to a STAR HACK SAW BLADE

and enjoy immunity from hack saw troubles.

Immunity for the user because Star Blades always make good.

Immunity for the dealer because they give the utmost satisfaction to customers.

The Dealer who stocks Star Hack Saw Blades will be able to meet all demands without the necessity of carrying a stock of blades of varying widths and number of teeth to the inch.

Star Blades with 14 teeth to the inch are suitable for every class of work except tubing less than 1-16 inch. For this gauge we use Star Blade with 24 teeth to the inch.

Write us for our interesting proposition.

Our Free book, "Tool Practice," is worth while sending for.

Millers Falls Company

28 WARREN STREET - - NEW YORK CITY

Don't Fail To See

The Exhibit and Practical Demonstration of—

Ermaline Cooking Bags

IN THE GAS BUILDING AT—

Toronto Exhibition

Aug. 24th
To
Sept. 7th.

Attention!

Here's the line of splendid sellers



NO.1 (SOLID)



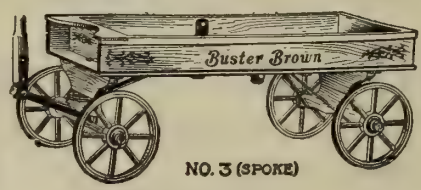
NO.1 (SPOKE)



INTERCHANGEABLE RUNNER EQUIPMENT



NO.2 (SPOKE)



NO. 3 (SPOKE)

Are you handling the

Buster Brown

Children's Express Wagons?

They are beautifully made, painted, strong and easy-running. Handy around farm, home or store.

In 4 sizes. Send for prices.

WOODSTOCK WAGON & MFG. CO., LTD.
WOODSTOCK, ONT

Western Representatives
JAS. STEWART MFG. CO., LTD., Winnipeg, Man.

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet Brand"

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers
W. Gilbertson & Co., Limited
Sole Canadian Sales Agent
ALEXANDER GIBB
St. Nicholas Bldg. - Montreal

You CAN Teach an Old Dog New Tricks



as this little story shows.

A short time ago a man came to a certain dealer and asked for an Auger bit (naming a well-known make). The salesman asked him if he had ever tried a FORD, and explained its advantages over the bit he had called for. The man would not listen, saying he had used this same bit for years and wouldn't use any other.

The salesman sold him the Bit, then handed him a Ford and said: "Take this home and return the one you don't wish." The next day he returned the other bit, his old favorite, and kept the FORD.

What This Proves

Here was an actual working test with odds against the FORD—heavy odds, too, as the workman was prejudiced against it. But the FORD won.

This is convincing proof that the FORD is the superior Bit. It proves conclusively that it needs only to be tried to be used in preference to any other.

Ask your dealer for the genuine FORD SINGLE LIP BIT. Write us for free pocket memo book, addressing Dept. 1A.

FORD AUGER BIT CO.,
Holyoke, Mass.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

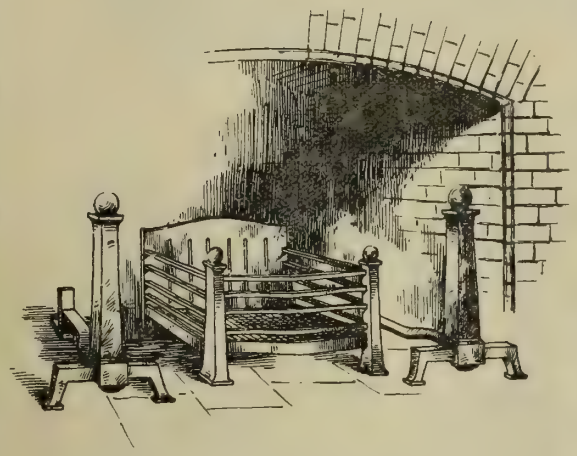
WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

SELL OUR



Artistic Fireside Furnishings

Fenders in Brass and Iron

Andirons

Fire Screens

Brass and Iron Companion Sets

Brass Coal Hods

Write for illustrated price list and discounts.

DENNIS WIRE & IRON WORKS CO., LIMITED

LONDON ONTARIO

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

—PUMPS—

All Kinds

Hay Unloading Tools.

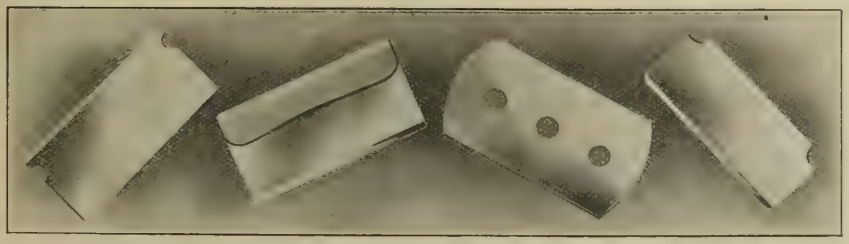
Barn Door Hangers.

The word "MYERS" assures QUALITY. Better write to us.

F. E. MYERS & BRO.

ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses



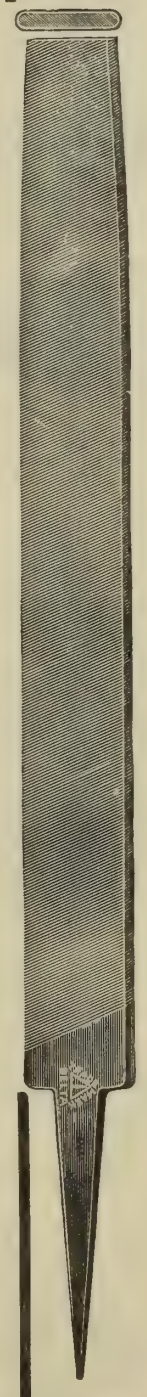
SCHRAMBERGER UHRFEDERNFABRIK G.m.b.H.

Manufacturers of Safety Razor Blades

Made from the finest grade of Sheffield Crucible Cast Steel.
Highest Quality as regards Cutting Power and Durability.

Agents Wanted **SCHRAMBERG (Wurttemberg) Germany**

SELL THE DELTA MILL FILE



It Will Be The Means of Increasing Your File Trade

FILES OF QUALITY

No matter what line you are now selling it will pay you to investigate the selling qualities of this high grade file.

It is producing big results for other dealers and will do the same for you.

Be convinced. Write us for names of dealers who are selling it—then write them and get their verdict.

Our guarantee is stamped on every "Delta." Always look for it.

This **mill File cuts clean and fast** and will outlast those of any other make.

TRADE MARK
DELTA

Write us at once for full particulars and prices. Ask us how we help you introduce the Delta.

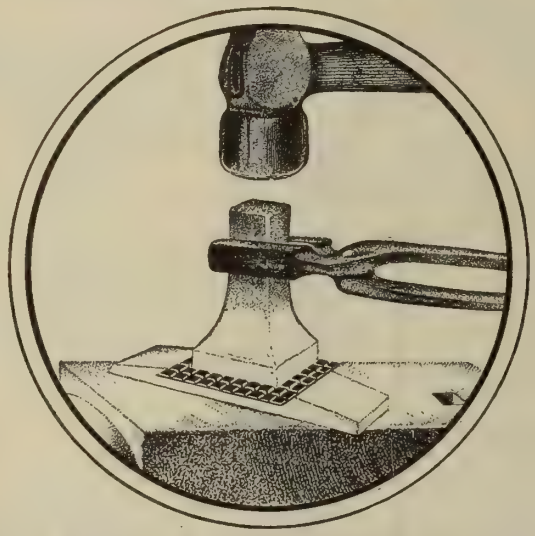
DELTA FILE WORKS

PHILADELPHIA, PA.

CANADIAN AGENTS:
H. S. Howland, Sons & Co., Toronto; Stark, Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax.

LAFFITTE

WELDING AND BRAZING PLATES



Used by every line of the iron and steel trade, from the smallest blacksmith to the largest railroads and industrial plants. Sold by jobbers in every province of Canada.
They are indispensable to the consumer. They carry a good profit for the jobber.
We carry a complete stock in Canada. Our prices are quoted—delivered your city, duty paid.

SEND FOR OUR PROPOSITION.

It has no frills; we guarantee you against any possible loss.

The Phillips-Laffitte Co., Penna Bldg., Philadelphia Pa., U.S.A.

THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout
Six-Inch Stroke



This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

WRITE FOR OUR BIG FREE CATALOGUE.

The Aylmer Pump & Scale Co., Limited

AYLMER, ONTARIO



THE LOOP-LOCK ROPE BUCKLES

Best for Horse or Cattle Ties, Rope Traces, Hay Ropes, Tow Ropes, Tent Ropes, Hammock Ropes

Canadian Rope Buckle Company, Hamilton, Ont.

If Your Jobber Cannot Supply You Write Us Direct

CASH OR PARCEL CARRIERS

SAVE TIME & MONEY



Quick Change Means Pleased Customers

Our guarantee:—We will instal a system of our carriers in your store. After 10 days' test, if they have not proved their superiority to all other makes of store service, we will remove the equipment without cost to you. It will pay you to investigate our modern improved PNEUMATIC DESPATCH TUBES AND ELECTRIC CABLE CASH CARRIERS.



CATALOG FREE

The Gipe-Hazard Store Service Co., Ltd.

99 ONTARIO STREET TORONTO, ONT.

EUROPEAN OFFICE: 116 HOLBORN, LONDON E.C. ENG.

STANDARD CHAIN COMPANY



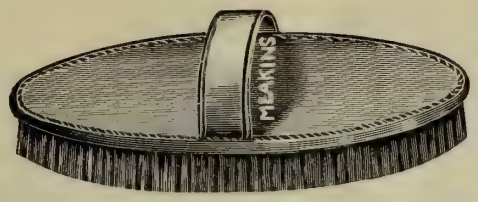
COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

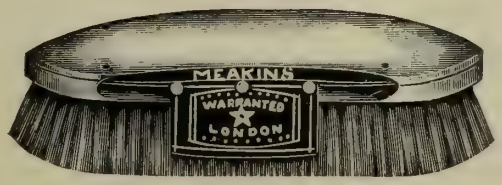
EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

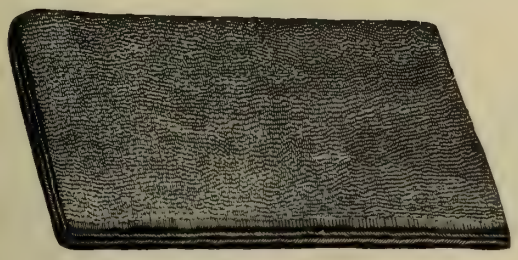
ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL













MEAKINS & SONS

HAMILTON

TORONTO WINNIPEG

MANUFACTURERS

BRUSHES BROOMS, BASKETS
COCOA DOOR MATS

Now is the time to place orders for seasonable goods for Fall Trade.

Horse Brushes
Dandy Brushes
Stove Brushes
Stable Brooms
Cocoa Door Mats
Apple Pickers' Baskets
Tomato Pickers' Baskets
Apple Pickers' Blouses

Order direct from nearest Warehouse, or place your order through one of our salesman.

NEW IDEA

The Latest Creation in Detachable Tub Washing Machines

So Simple and Light that any woman can easily handle it.

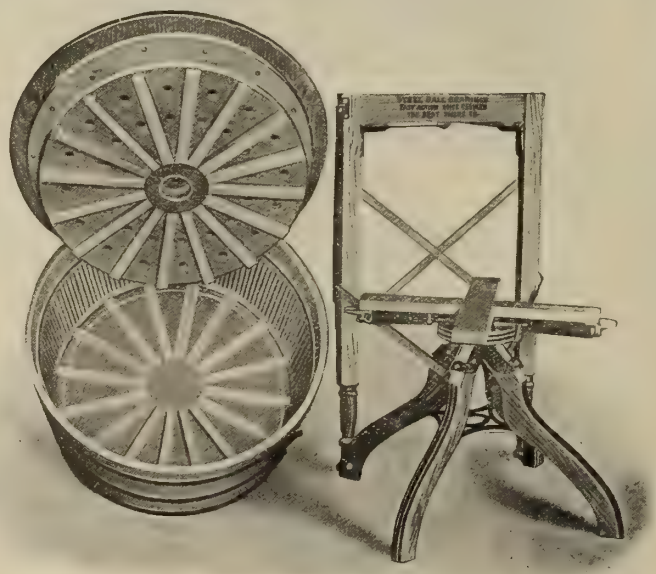


Specially designed for homes where storage room is limited.



Large (½ inch) Steel Balls run on machined Bearings of large diameter. Will not become loose, rickety or hard running.

Quick Cleaners, and harmless to everything but Dirt.



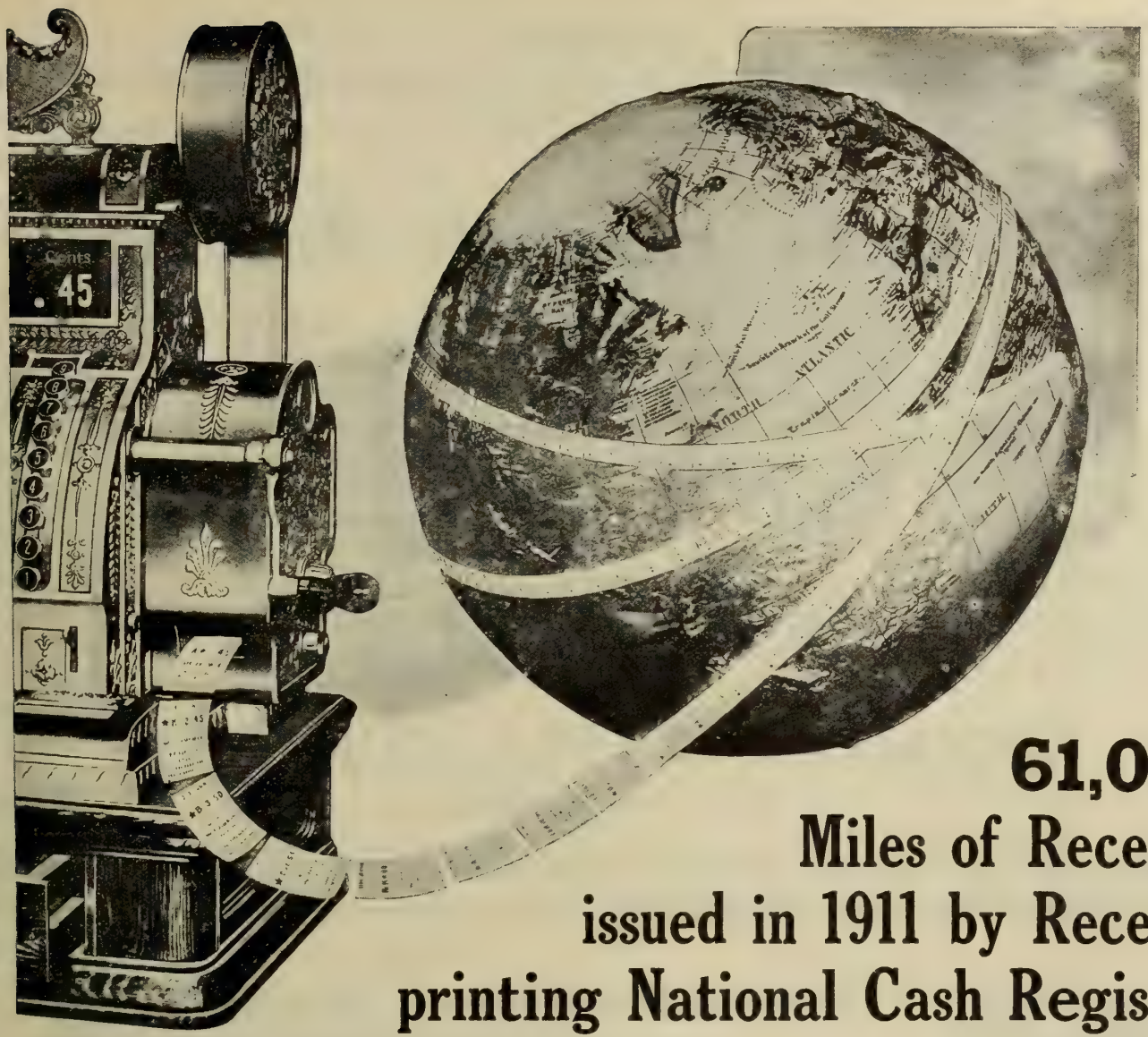


AGENTS

W. L. HALDIMAND & SON - - MONTREAL
H. F. MOULDEN & SON - - - WINNIPEG

Made by

CUMMER-DOWSWELL
LIMITED
HAMILTON - ONT.



61,000 Miles of Receipts issued in 1911 by Receipt-printing National Cash Registers

It prints on both sides of a Receipt, cuts it off and issues it

This Receipt is wrapped in the package with the goods

Number of the sale

Date of sale

☆ Indicates a cash sale

Initial of clerk who made it

Amount of Sale

This same amount is also printed on the sales strip inside the register and added to the other sales on the adding wheels

014 MAY 18

★K 12.45

W. S. JOHNSON
416 Fourth Ave.

Keep This Receipt
It is your Protection
WATCH FOR ANNOUNCEMENT
(over)

Front of Receipt

Keep your eye on this space. We will advertise new goods and special sales from time to time.

Back of Receipt

If placed end to end they would reach two and one fourth times around the world.

These receipts are protecting and increasing the profits of merchants in every part of the world. They are used in the store farthest North, the store farthest South; even on ships and dining cars.

They are protecting clerks against temptation, children and servants against suspicion, and customers against arguments, disputes, and loss of time. They do so much and cost so little.

They are used in over 212 different lines of business.

Write to-day for our booklet "Get a Receipt."

Investigation will cost you nothing.

THE NATIONAL CASH REGISTER COMPANY

Headquarters for Canada: 285 Yonge St., Toronto

Canadian Factory: TORONTO

WEATHERPROOF CASCO PRODUCTS

Everlastingly Waterproof

Cannot be Beaten for Price

"Sankote" Asphalt Roofing

Every general merchant should stock a certain amount of Roofing, but when doing this he must get a product that is strong and durable yet low in price if he is to please his builder and farmer customers.

"Sankote" weatherproof roofing is the most satisfactory roofing made for Canadian climatic conditions. It can be used over old shingles, etc., and is the best value for the price on the market. Full directions, also Roofing Nails and Liquid Cement packed in every roll. Can be successfully laid by anyone.

Write us at once for full particulars about our "Sankote" and "Leeknott" Weatherproof Roofing, and also other Waterproof Casco Products.

Agents Wanted

CANADIAN SUPPLY COMPANY

220 King Street West, Toronto



Iron City Star Brand Axe Eye Woodchopper Maul.

Guaranteed Best Tools

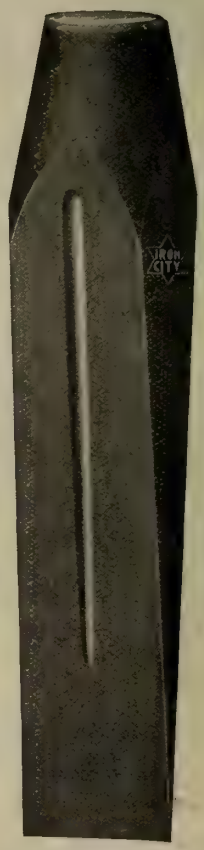
None Better Made

Sledges and Hammers
Anvil Tools
Blacksmiths' Tongs (all kinds)
Mauls and Wedges (all kinds)
Lumbermen's and Miners' Tools.
Railroad Track Tools
Picks Mattocks Hoes
Solid Box Vises

Specify "IRON CITY STAR BRAND" if you wish Best Tools.

Iron City Tool Works Ltd.

PITTSBURGH, PA., U.S.A.



Iron City Star Brand Truckee Wood Wedge.

Every Person Can Afford The
Beaver Dustless Ash Sifter

It's Simple, Effective and Cheap.

This is the Ash Sifter that you should stock. Its low price combined with its **easy operating and dustless qualities,** is sure to find many buyers.

Strong and well made—no solder used in manufacture.

Fits all standard sized garbage cans. The lid of the can is used as a lid for the sifter.

Send for a sample and get quotations on quantities.



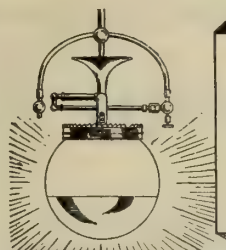
PRICE, Sifter Only, $2.00.

Write for agency proposition.

HICKMOTT & ARDRON

24 Adelaide St. W., Toronto, Ont.

Phone Main 6200



THE
RICE KNIGHT
LIGHTING SYSTEM

MR. MERCHANT. If you could make your store more attractive, cheerful and inviting, with a pure white light of intense brilliancy, that would display your stock to better advantage and would suggest to your clerks to keep your stock neat and clean, wouldn't it pay you to investigate such a light.

The R-K Lighting System costs less than gas or electricity, is easy to operate, requires very little attention, and is permitted by all insurance companies. It is used by thousands of Canadian merchants, and can be installed anywhere, no matter where you live.

Have the best lighted store in town. Let us tell you how. Write to-day for Booklet "G." A postal brings it.

RICE KNIGHT Limited
TORONTO, ONT.

Hardware Dealers in every province excepting Alberta are requested to write for agency proposition. Five hundred live hardwaremen in Saskatchewan and Manitoba now sell the R-K System. We want more. Write our Regina branch to-day regarding an agency in Western provinces, or direct to Toronto for Eastern agencies.

ENGLISH MADE THROUGHOUT

Wholesale Only. Reliable Materials.



Guaranteed Workmanship

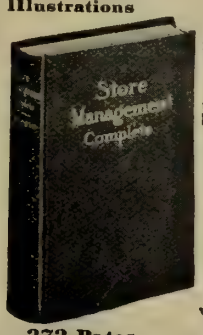
Illustrated catalog mailed free. Send for your copy to-day.

Fredk. Williams Birmingham Gun Works

32-33 Weaman Street - - Birmingham, England

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK

By FRANK FARRINGTON

A Companion book to **Retail Advertising Complete**

$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—**The Store Policy**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW JUST PUBLISHED

Send us $1 00. Keep the book ten days and if it isn't worth the price return it and get your money back.

TECHNICAL BOOK DEPARTMENT

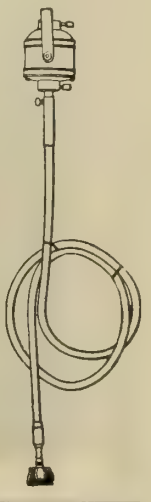
143-149 University Ave., - Toronto, Canada.

Horse Clippers, Sheep Shearers and Barbers' Toilets

The Barton-Gillette Co.,
103 New Oxford St., London, Eng.

Makers by appointment to His Majesty King George V., the late King Edward VII. and Queen Victoria.

Mechanical Clippers of the latest designs to be driven by Hand, Electric, Bicycle or any power.



AGENTS

for sole representation wanted. Generous terms and exclusive rights to responsible traders.

Please apply as above.

Hand Clippers of every pattern

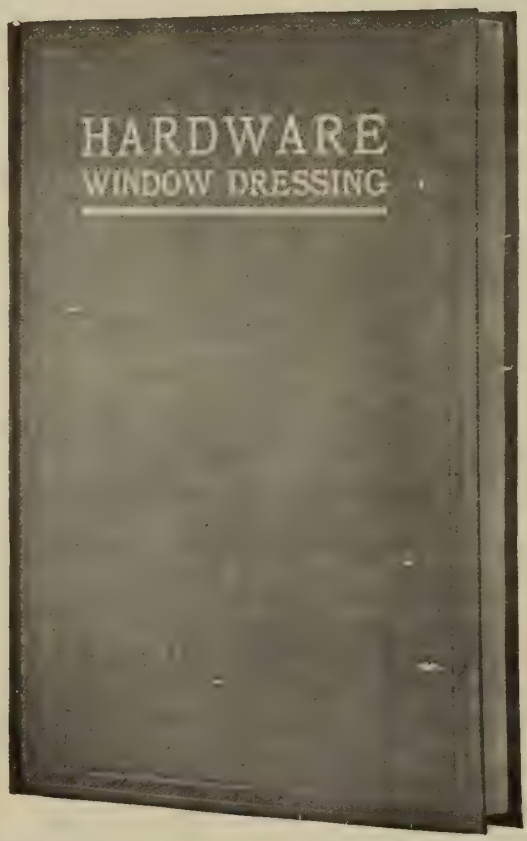
The Connor Line For Fall



is very complete, including nine styles of washing machines and about the same number of wringers. These are shown and described in our new catalog, which also contains particulars about the latest improvements in washing machine construction. Every progressive dealer will want a copy.

Send us your name and address.

J. H. Connor & Son
LIMITED
Ottawa -:- Canada



You May Become a Practical Window Dresser for $2.50

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages **8x11 Inches** **300 Illustrations**

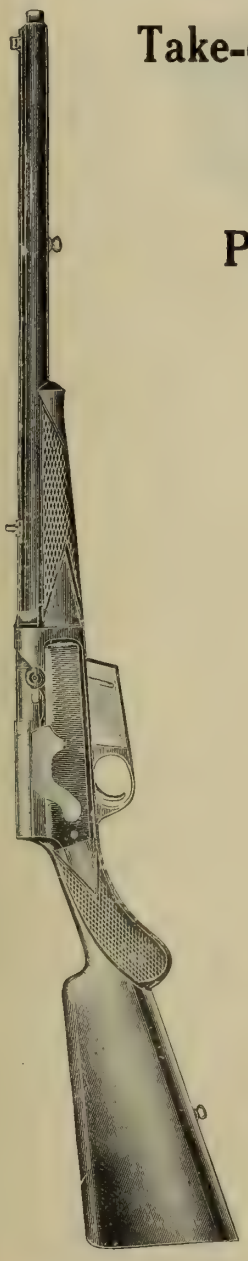
Price $2.50. (Payable in Advance)

Send for Descriptive Circular

Technical Books, 143-149 University Ave., Toronto

Browning Automatic Rifle

Model 1912 Calibre 35



Take-down Solid Breech Hammerless

Price $35.00

Dimensions, Weights and Ballistics of the Rifle

Total length .....41 in.
Length of barrel ....22½ in.
Length of stock from trigger to heel .....14½ in.
Bend of stock... { 1¾ in. cone and 2½ in. heel
Weight of rifle magazine empty .....8¼ lbs
Number of cartridges in the magazine 5
Calibre 355 (9m-m)
Weight of cartridge 383 grs.
Length of cartridge ..2½ in.
Weight of bullet ..200 grs.
Length of bullet .....⅞ in.
Sectional density of bullet 2050 grs. per sq. in.
Weight of charge..38½ grs.
Muzzle velocity....2175 f. s.
Muzzle energy...2090 ft. lbs.
Pressure .....2200 atm.
Penetration in pine at 25 yards .....7¼ in.

At 25 yards the bullet penetrates a sheet of steel ⅛ in. thick and pine board 4¼ in. thick.

A. Macfarlane & Co.

MONTREAL

Sole Agents for Canada

FOR SALE BY ALL LEADING JOBBERS

THE ORIGINAL, GENUINE

WONDER-SHINE

SILVER CLEANER

An entirely novel and efficacious preparation. Entirely new principle—cleans without rubbing—saves labor—so easy to use. Cleans more silver in half an hour than paste and powder in half a day. This is the most economical and only modern way

For Cleaning
SILVER AND GOLD
(Sterling or Plated Ware)
and CUT GLASS

No Rubbing No Wear
Removes Tarnish Instantly

Each package contains powder and a special piece of metal (electro). A quantity of the powder is added to very hot water, the piece of metal is then dropped in, and the articles to be cleaned are placed in the solution, so that they come in contact with this piece of metal. Presumably galvanic action is set up, but the result is that the tarnish and dirt will be removed almost instantly, and the articles cleaned may be taken out, rinsed and wiped dry with a cloth or chamois. Tarnish will be removed from all the crevices and surfaces alike, and the original lustre and polish restored and retained. For Cut Glass the solution does not need to be so hot, but all the dirt, stains and finger marks are removed, and that wonderful, wholesome sparkle and polish is brought out—simply delightful. DOES AWAY WITH HARD LABOR. Each package contains enough powder to clean your silver several times. Complete directions with every package.

Wholesale Prices:

80c., $2.00 and $4.00 per dozen

Packed in Neat Display Boxes

Let us send you our Selling Plan and Advertising Matter

ABSOLUTELY HARMLESS

WONDER-SHINE, LIMITED
220 King Street West
TORONTO CANADA

K71

KYNOCH
LOADED PAPER SHOT SHELLS



Card Box containing 25 "K.B."
Loaded with Kynoch Black powder



Card Box containing 25 "Bonax"
Loaded with "KSG" powder



TRADE MARK

KYNOCH were the first firm in the world to load cartridges, the cases, caps, wads and powder in which had all been made by us at our various works.

The powder used in Bonax Shells is our celebrated "KSG" the most perfect smokeless powder yet produced. It is made and blended at our own works by experts.

As "KB" and "Bonax" cartridges are loaded solely by automatic machinery, miss-fires, hang-fires, high pressures, scattered patterns, balled shots and poor penetration are a physical impossibility.

FOR SALE BY ALL LEADING HARDWARE JOBBERS.
FULL ASSORTMENT CARRIED IN STOCK AT MONTREAL.

A. MACFARLANE & CO.

CORISTINE BUILDING, MONTREAL

SOLE AGENTS FOR CANADA

Wostenholm's Celebrated I-XL Cutlery

FULL HOLLOW-GROUND RAZORS



No. 1000 "Conqueror," ½, ⅝, or ¾ in. blades, finest English steel, fully concaved and etched in gold, black oval handles ..... Per doz. $11.00

No. 2000 "Peerless," ½, ⅝, or ¾ in. blades, finest English steel, fully concaved and etched in gold, oval, imitation ivory handles with stop ..... " " $11.40

Our assortment covers Pocket, Jack, Sporting and Butcher Knives; Razors; Table Cutlery; Steels; Carvers in pairs and cases; Cabinets of Cutlery, etc., etc. We are constantly adding to and improving our patterns, and have kept up the high excellence of our manufacture since 1694 (at which time the oldest of our corporate trade marks was issued.) Every blade marked I-XL is guaranteed hand-forged, and is fully warranted by us. I-XL Cutlery costs no more than other makes, and will outwear any. All the principal jobbers carry extensive lines of our goods.

Illustrated catalogue of Table Cutlery in Cases and Cabinets mailed on request.

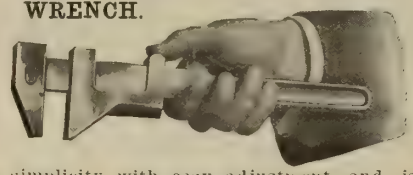
George Wostenholm & Son, Limited

SHEFFIELD, ENGLAND

A. MACFARLANE & CO., MONTREAL

CANADIAN REPRESENTATIVES

THE WRIGHT QUICK-ADJUSTABLE MONKEY WRENCH.



Combines simplicity with easy adjustment, and is a great time-saver.
Made in 6, 8, 10, 12, 15 and 18 inch sizes.

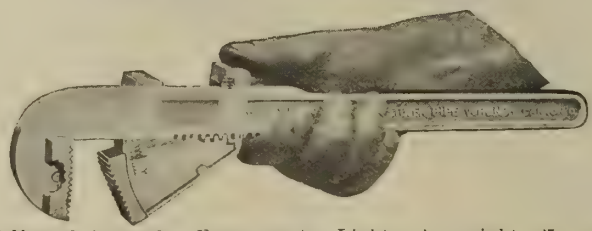
THE WRIGHT AUTO WRENCH.



Quick-adjustable wrench with narrow jaws.
Made in two sizes, 8 in. and 10 in.

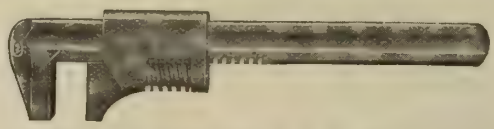
JUST PRESS THE THUMB TO ADJUST INSTANTLY TO ANY SIZE NUT.

THE STOVER PIPE WRENCH.



Adjusted instantly, Fewer parts, Lighter in weight, 25 per cent. stronger, Sure Grip, Instant release.
Made in 6, 8, 10, 14, 18 and 24 in. sizes.

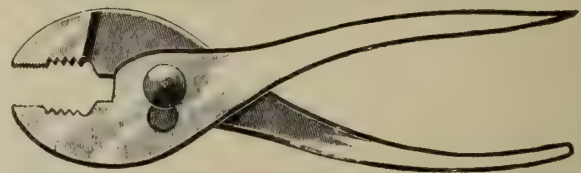
AUTOMOBILE & MACHINE SCREW WRENCHES



Drop Forged from best grade of O. H. Steel. Hardened, Mottled or Nickel Plated Finish.
Made in 5½ in., 7 in., 9 in. and 11½ in. sizes.

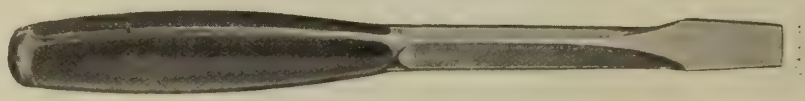
COMBINATION SLIP-JOINT PLIER.

Gas Plier, Wire Cutter and Screw Driver Combined.

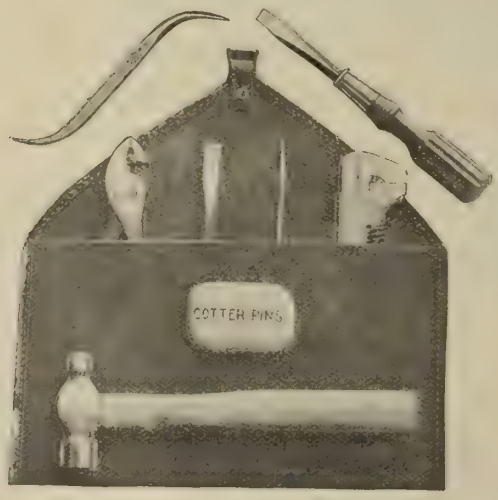


Drop Forged Steel, Polished, Hardened and Mottled.
Weight, 9 oz. Length, 6⅛ in.

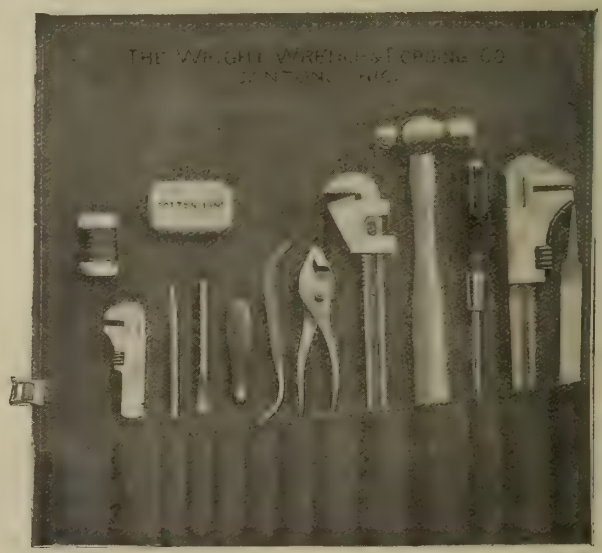
DROP FORGED ALL STEEL SCREW DRIVER.



No. 1 Handy Auto Kit.



No. 5 "Detroit" Auto Kit.



Special Tools developed and manufactured. Drop Forgings a specialty.

THE WRIGHT WRENCH & FORGING CO., CANTON, OHIO

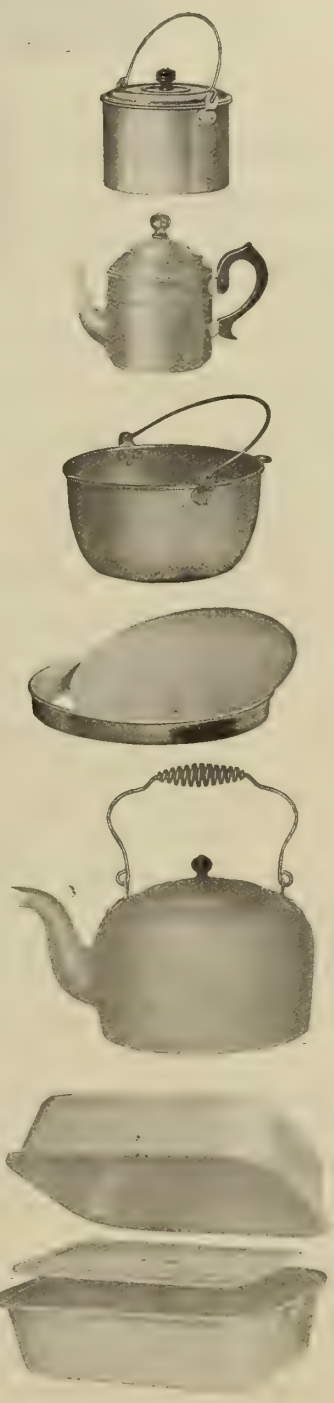
Canadian Agents—John Millen & Son, Ltd., Toronto, Montreal, Winnipeg & Vancouver.

WEAR-EVER ALUMINUM TRADE MARK

"Wear-Ever" Aluminum Ware







"No! They are not all the same"

"Wear-Ever" Aluminum Utensils *are different.*

Of course, aluminum is aluminum; but utensils may differ in thickness, in handles, in finish.

Thickness. They are made thick enough to prevent denting readily; thick enough to guarantee a lifetime of satisfactory service.

Handles. The handles of "Wear-Ever" utensils are made of the best tinned steel. Aluminum handles would become too hot—wooden handles would burn off or break. The handles of "Wear-Ever" utensils are gripped to the utensils by aluminum rivets with large heads. The heads are not sunk into the side of the utensil—the side remains of uniform thickness, strong enough to hold the handle on firmly for years.

Finish. The outside is polished. The inside is hardened by an electrical process which makes the metal harder, smoother, less liable to be discolored by food or water containing alkali or iron, and more easily cleaned than would be possible if the utensils were not so finished.

Replace utensils that wear out with utensils that "Wear-Ever"

WRITE FOR CATALOGUE AND PRICES TO

The Northern Aluminum Company, Ltd.

TORONTO, ONTARIO



No. 20

Richards-Wilcox Trolley Barn Door Hanger

Suitable for doors 1¾ to 2½ in. thick.

Simply and strongly constructed—can't "get out of whack." Water-proof, bird-proof and jump-proof. Equipped with wide flange roller bearing wheels that cause heavy sliding doors to glide open or shut at the slightest touch, and lateral adjustment that provides for chaffing.

The highest standard of quality and workmanship, backed by advertising that makes their superior features known all over the world, has placed the Richards-Wilcox line of Door Hangers and Grind Stones high in the estimation of the buying public.

Discriminating buyers the world over **demand** the Richards-Wilcox products. Knowing that the high standard of perfection we have maintained for the past 30 years is an assurance of honest value.

May we send you our latest catalogue, and show you how to "corner" the Barn Door Hanger and Grind Stone trade in your territory?

Richards-Wilcox
MANUFACTURING CO.
AURORA, ILL. U.S.A.

YOU'LL HARVEST A BUMPER CROP OF PROFITS

If you'll stock a line of Richards-Wilcox Trolley Barn Door Hangers and Tubular Steel Grind Stones **now**—before your competitor wakes up and "beats you to it."

The selling of these well known Richards-Wilcox products is going to be a mighty "soft" proposition for you —or some other dealer in your town— because the result-producing selling "stunts" planned by our service department are **sure** to pull the business into your store. There is no "guess work" about it—results are **certain.**



No. 025

Richards-Wilcox King Tubular Frame Grind Stone

Stone and seat can be adjusted to suit convenience of operator. Slightly flexible, strongly built, frame adjusts itself to uneven floors. Ball Bearing Journals insure ease of operation. Japanned finish in red or black.

Books for the Metal Workers

Any of the following books sent prepaid on receipt of price

WRITE FOR CATALOGUE

THE NEW METAL WORKER PATTERN BOOK.

A treatise on pattern cutting as applied to all branches of sheet metal work. By George W. Kittredge. 430 pages; 774 illustrations; size 10 x 13 inches. Cloth bound. Price $5.00.

ART OF COPPERSMITHING.

A practical treatise on working sheet copper into all forms. By John Fuller, Sr. 327 pages; 474 engravings; size 10 x 6½ in. Cloth bound. Price $3.00.

SHEET METAL WORK.

A manual of practical self-instruction in the art of pattern drafting and construction work in light and heavy-gauge metal, including sky-lights and roofing, cornice work, etc. By Wm. Neubecker. 267 pages; 358 illustrations; 6½ x 9¾ inches. Half-Morocco binding. Price $3.00.

A PRACTICAL WORKSHOP COMPANION.

For tin, sheet iron and copper plate workers. By LeRoy J. Blinn. 296 pages; 170 figures. Size 5 x 7½ inches. Price $2.50.

SHEET METAL WORKERS' INSTRUCTION.

By Joseph H. Rose. 300 pages. Profusely illustrated. Price $2.00.

THE ROOFING, CORNICE & SKYLIGHT MANUAL.

175 pages; 170 illustrations and 13 plates; size, 6 x 9½ inches. Cloth bound. Price $1.50.

BAUGHMAN'S BUYER & SELLER COST TABLES.

A cost book for everybody having cost to figure by the piece, pound, foot or ton, from 2½c per hundred to $10 a hundred. Leather bound. Price $1.50.

TINSMITHS' HELPER & PATTERN BOOK.

With useful rules, diagrams and tables. By H. K. Vosburgh. A new revised edition; 120 pages; 53 figures; size 4½ x 6¾ inches. Clot hbound. Price $1.00.

TWENTIETH CENTURY SHEET METAL WORKER.

By H. E. Osborne. Gives short, concise explanations which should be easily understood by the young apprentice, and are sufficiently scientific for the practical use of the journeyman. 86 pages; size 5½ x 7¾; illustrated. Cloth bound; Price $1.00. Paper Cover; Price 60c.

PRACTICAL METAL PLATE WORK.

By Paul N. Hasluck. 247 illustrations; 160 pages. Price 75c.

TREATISE ON THE GEOMETRICAL DEVELOPMENT OF ROUND AND OVAL CONES.

With easy examples of their application. For the use of beginners and practical sheet-iron and tinplate workers. By John Fuller, Sr. 52 pages; 37 figures; size 4½ x 6¾ inches. Cloth bound. Price 75c.

MENSURATION FOR SHEET METAL WORKERS.

As applied in working ordinary problems in shop practice. By W. Neubecker. 51 pages; 70 figures; 5½ x 7¾ inches. Cloth bound. Price 50c.

TABLES GIVING THE LENGTH OF BARS FOR SKYLIGHTS, AND RAFTERS FOR ROOFS.

84 pages; bond paper; handy pocket size. Cloth bound. Price 50c.

METAL WORKER SHOP CARDS.

Made of Manilla Board, 11 x 14 inches; eyeletted for hanging up in the shop. Each, 25 cents; Per set, 60 cents. This set of useful cards now consists of three numbers, as follows: No. 1—Table of the quantity of tin required for roofs. No. 3—Table of the Diameters, Areas and Circumferences of Circles. No. 5—Table of the Capacity of Cylinders in United States Gallons.

EASY LESSONS IN ROOF MEASUREMENTS.

By W. Neubecker. Twelve lessons on figuring the amount of material required to cover a given surface in flat, hipped or irregular shaped roofs. 31 pages, 5½ x 8 inches; 12 illustrations. Paper cover. Price 25c.

HOUSE CHIMNEYS.

A series of articles on chimney troubles and their remedies. 62 pages; 5½ x 8 inches; 40 illustrations. Paper cover. Price 25c.

MACLEAN PUBLISHING COMPANY

TECHNICAL BOOK DEPARTMENT

143-149 University Avenue - - - TORONTO, ONT.

We take some pride in this issue---our Annual Fall Number.

We have worked hard to make it the best on record, and we believe we have succeeded.

What do you think about it?

Look it over as critically as you can, and let us know of any improvements you would suggest.

Remember that we will issue another Fall Number next year, and we will welcome any ideas or criticisms which will help us to improve upon this issue.

HARDWARE AND METAL

Canada's Only Weekly Hardware Paper

Montreal Toronto Winnipeg New York Chicago
London, England

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance:—
2c. per word first insertion.
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required

AGENCIES WANTED

EXCLUSIVE AGENCIES WANTED FOR hardware specialties. Territory of Western Canada, Great Lakes to Pacific Coast. Thoroughly and regularly covered by travellers. Correspondence from manufacturers solicited. H. S. & H. E. Mussett, 41 Scott Block, Winnipeg. (41)

BUSINESS CHANCES

FOR SALE—HARDWARE AND TINSMITHING business, established 17 years, in a village in eastern Ontario. Good farming country. Good reasons for selling. Address Box 33, Williamstown, Ont. (37)

FOR SALE—ONE NO. 6 OXFORD HOT water boiler, second-hand, $50.00. T. A. Cowan, Brantford, Ont. (35)

FOR SALE—$250 GENERAL HARDWARE stock. A bargain. Retiring from business. Chas. Watkins, 318 Lippincott St., Toronto. (35)

FOR SALE—ONE NO. 18 TAYLOR-FORBES Western steam boiler. Gross rating 1,000 square feet. In good condition. Used 3 seasons. $90.00. T. A. Cowan, Brantford, Canada.

FIRST-CLASS HARDWARE BUSINESS FOR sale—on C.P.R. main line, Eastern Alberta. Stock $8,000.00. Yearly profits $6,000.00 to $7,000.00. Apply Box 1661, Saskatoon, Sask. (35)

SPLENDID WHOLESALE AND RETAIL business for sale, in one of the finest districts of Western Canada. Write for particulars. H. H. Pigott & Co., Ltd., Winnipeg, Canada. (35)

GOOD HARDWARE AND TINSMITH BUSIness for sale. In the thriving village of Atwood, Perth County. Stock, tools and fixtures about five thousand. Reason for selling, ill health. S. H. Mitchell, Atwood, Ont. (35)

HARDWARE FOR SALE IN SASK. TOWN—stock and fixtures $4,000; turnover $17,000 net; profit $2,700; best country, Canadian and American settlers. Cash or good city real estate or farm lands for all. Property on lease. Box 699, Hardware and Metal, Toronto. (40)

FOR SALE—A LONG AND WELL ESTABlished hardware business on the best business street in Toronto; good lease of premises; stock and fixtures $9,000.00 to $10,000.00. Satisfactory reasons for selling. Box 695, Hardware & Metal, Toronto. (35)

THRIVING HARDWARE BUSINESS FOR sale, consisting of shelf and heavy hardware, stoves, etc. Located in central part of Ontario; three railroads; turnover $50,000; stock $10,000, which is being reduced. Excellent chance to buy at rate on dollar. Retiring from business. Box 618, Hardware and Metal, Toronto. (52tf)

HARDWARE BUSINESS FOR SALE — that flourishing and money-making hardware business of the late Chas. A. Purvis, in Webbwood, a going concern, with horses, drays and all appliances necessary for conducting a successful business. Stock estimated from $8,000 to $9,000. Store and storehouses can be bought or rented. This has been one of the best money-making hardware businesses in Ontario. Apply to James Purvis, Executor, Sudbury, Ont. (37)

WANTED

WANTED — GOOD SECOND-HAND 8-FT. cornice brake. State make and price. Sheridan & Power, Brockville, Ont. (36)

BUSINESS CHANCES

H. H. PIGOTT & CO., LIMITED, BUSINESS Brokers and Financial Agents, 286 Bannatyne Ave., Winnipeg, Canada.

HARDWARE—IN THRIVING SASKATCHEwan town on main line C.P.R. Stock $8,000. Turnover $25,000. One-third cash, balance on easy terms, or one-half in good city property. Will rent or sell the store. H. H. Pigott & Co., Ltd.

HARDWARE—ON KINDERSLEY BRANCH branch of C.N.R. Turnover $52,000 on $12,000 stock; net profit $8,000; sales almost entirely cash; $4,000 gives you possession of stock, and balance arranged on easy terms. H. H. Pigott & Co., Ltd.

HARDWARE AND CHINA—IN SASKATchewan, on main line of C.N.R. Stock $7,000; turnover $26,000; net profits $4,000. No better opening in the West. H. H. Pigott & Co., Ltd.

HARDWARE, IMPLEMENTS, HARNESS and furniture — in Saskatchewan town on G.T.P. Stock $7,500. Can be handled with cash payment of $3,500 and balance on easy terms. Will take good real estate in part payment. H. H. Pigott & Co., Ltd.

HARDWARE, LUMBER AND FUEL — ON Lenore branch of C.P.R. Stock $10,000; turnover $30,000; net profit $4,000. Owner will take 25 per cent. of purchase price in real estate. Opening an exceptionally good one. H. H. Pigott & Co., Ltd.

HARDWARE AND TINSMITHING — ON Brandon-Saskatoon section of C.P.R. Stock $2,500. Business increasing rapidly. $1,000 cash and balance easily arranged. H. H. Pigott & Co., Ltd.

WRITE US IF YOU WANT TO BUY OR sell. Our booklet, "Business Opportunities and Investments in Western Canada," will interest you. H. H. Pigott & Co., Ltd. (34)

SITUATIONS VACANT

WANTED — RELIABLE EXPERIENCED hardware clerk; good wages and steady employment. A. S. Worthen, Zealandia, Sask. (35)

WANTED—AT ONCE—HARDWARE CLERK. 3 or 4 years' experience. State age, experience and wages wanted. Apply W. H. Squair & Son, Gladstone, Man. (37)

WANTED—MAN WITH EXPERIENCE IN use of paints and varnishes, to travel in Ontario. Reply, giving age, experience and references. Box 698, Hardware and Metal, Toronto. (35)

WANTED — GOOD HARDWARE CLERK. Must be good salesman, good window dresser and a "real live wire." Apply, stating age, experience and salary, to Geo. Taylor Hardware Co., Cobalt. (35)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

IMPORTANT BRITISH COMPANY MANUfacturing high grade protective paints, enamels, varnishes and coatings, contractors to British Admiralty, and leading shipbuilders and engineers, desire to be represented in the Dominion. Director will be in Canada about September, and could interview persons or companies who might do business or take up agencies. Apply XX, care of Hardware & Metal, Montreal. (35)

SITUATIONS WANTED

CLERK SEEKS SITUATION WITH wholesale and retail hardware store; 7 years' sound experience; ambitious, good salesman and stockkeeper. First-class references. Apply Box 697, Hardware & Metal, Toronto. (33)

TRAVELLER HAVING PROVED HIS ABILity by greatly increasing his firm's business in the territory covered and being an aggressive salesman wishes to secure a position with manufacturing concern. Box 668. Hardware and Metal, Toronto. 18—21t

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 15 cents postpaid, or two sets for 25c while they last. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white card marked 25c, 50c, 75c, $1, $1.25, $1.50, $1.75, $2, $2.50, $3, $3.50, $5. Dozen in set, per set 25 cents postpaid. Technical Book Dept., 143 University Avenue, Toronto. (tf)

FOR SALE

About $3,000 stock—all saleable—at rate on dollar. Fine chance for dealer starting in hardware business or desiring to increase his stock. Owner retiring from business.

R. J. BRUCE
Corner Mavety and Dundas Streets,
West Toronto.

Editorial Contents

GENERAL ARTICLES—

The Vogue of the Motor Truck.....85-87
Hardware Goods Do Not Cost More 88-89
33 Years in Business—Never Cut a Price..... 90
Dealer of Experience Fears Not Hard Times..... 91
Records of Pioneer Days in the Trade 92-93
Convention of Canadian Window Trimmers..... 94
Trade Prospects Are of the Brightest..... 95

EDITORIAL 96-99

The Fall Trade.
Eight-Cent White Lead.
The Need of the West.
Our Cover Design.
A March Past.
Parcels Post Passes.
Traveler's Straight Talk.
Selling Builders' Hardware.
Colonial Preference.

NEW STORES—

Fine New Store With Modern Equipment 100-101
Typical Western Hardware Stores 102
Large Hardware Store in Gold Camp 103

STOVE DEPARTMENT—

The Management of the Stove Department...105-107
Bases His Campaign on Practicality 108
Inspection of Furnaces Brings More Sales..... 109
New Store Inauguarated With New Methods 110
Price is an Important Consideration 111
Stove Improvements and Innovations 112
Business Built on Dual Store Plan 113

BUSINESS MANAGEMENT—

Slow Pay Sprats for Ready Money Whales..... 114
Financing Sales on a Sound Basis 115

WINDOW DRESSING—

Practical Hints on Sign and Card Writing 116
All Glass Front Makes Possible Larger Displays.. 117
Tools and the Trimmer 118-119
Team Play in Publicity 120

RETAIL ADVERTISING—

Store Paper an Aid to Advertising 121
Planning the Fall Advertising Campaign 122-123

RETAIL SALESMANSHIP—

Selling Plans for the Fall Campaign 124-125
When Giving Something for Nothing Pays...126-127
Plumbing and Hardware Go Hand in Hand 128

TINSHOP DEPARTMENT—

Keeping Track of Costs in the Tinshop 129
Finding Tinshop Workers' Worth to Firm 130
Complete Course of Sheet Metal Work 131

PAINT DEPARTMENT—

Why Fall is the Ideal Paint Season 132
The Importance of Interior Paints 133
The Importance of Position in the Store 134
The Possibilities of Interior Paints 135
Well Executed Work the Best Bait 136

Money Making Methods 137-139
General 140
Current News 141
Market Reports 142-145
Current Quotations 146-148
Maritime Board of Trade 155-166

HARDWARE AND METAL
Fall Special Number, August 31, 1912

CLASSIFIED LIST OF ADVERTISEMENTS

Acetylene Generators.
P. Campbell & Co., St. John.
Earl Construction Co., Athens.

Adzes.
Campbell Bros., St. John, N.B.

Aluminum Ware.
Northern Aluminum Co., Toronto.
Steffens & Nolle, Montreal.

Ammunition.
Dominion Cartridge Co., Montreal.
Thos. Moore & Son, Montreal.
Remington Arms-Union Metallic Cartridge Co., New York.
Arch. Macfarlane & Co., Montreal.

Anti-Friction Metal.
Magnolia Metal Co., New York.

Auger Bits.
Ford Auger Bit Co., Holyoke, Mass.

Automatic Screw Making Machinery.
National-Acme Mfg. Co., Cleveland, O

Axes.
Allan Hills Edge Tool Co., Galt.
Campbell Bros., St. John.
Josiah Fowler Co, Ltd. St. John, N.B

Axes, Chopping, Broad, Ship.
Campbell Bros., St. John, N.B.

Axe Handles.
St. Mary's Wood Specialty Co., St. Mary's.

Axles.
Josiah Fowler Co, Ltd. St. John, N.B

Babbitt Metal.
Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonzo W. Spooner, Port Hope.
Tallman Brass & Metal Co., Hamilton.

Bale Ties.
Laidlaw Bale Tie Co., Hamilton.

Ball Bats.
St. Mary's Wood Specialty Co., St. Mary's.

Bar Iron.
Henry Rogers Sons & Co., Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Battery Cutters.
H. K. Porter, Everett, Mass.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Bearing Metal.
Magnolia Metal Co., Montreal.

Belting.
J. L. Goodhue & Co., Danville.
Gutta Percha & Rubber Co., Toronto.
Sadler & Haworth, Montreal.

Belt Dressing.
Sadler & Haworth, Montreal.

Belt Fasteners.
Sadler & Haworth, Montreal.

Bird Cages.
E. T. Wright & Co., Hamilton.

Blades, Floor Scraper.
Fox Supply Co., Brooklyn, Wis.

Blades, Hand Scraper.
Fox Supply Co., Brooklyn, Wis.

Boards (Glass Cutting).
Lufkin Rule Co., Windsor.

Boilers and Radiators.
Clare Bros. & Co., Ltd., Preston.
Gurney Fdy. Co., Toronto.
Pease Fdy. Co., Toronto.

Bolts and Nuts.
London Bolt & Hinge Works, London.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
Steel Co. of Canada, Hamilton.

Bolt Clippers.
H. K. Porter, Everett, Mass.

Braces (Bit).
Stanley Rule & Level Co., New Britain, Conn.

Braces (Carpenters').
E. C. Atkins & Co., Hamilton.

Brackets (Shelf).
Canada Steel Goods Co., Hamilton.

Brass Sheets, Tubes and Rods.
M. & L. Samuel Benjamin & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Brass Goods.
Buffalo Mfg. Co., Buffalo, N.Y.
Jas. Morrison Brass Mfg. Co., Toronto.

Brooms.
Meakins & Sons, Hamilton.

Brushes.
Meakins & Sons, Hamilton.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Stevens-Hepner Co., Port Elgin.

Building Papers.
Alex. McArthur & Co., Montreal.

Builders' Hardware.
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
Caverhill Learmont & Co., Montreal.
Cowan & Britton, Gananoque.
Montreal Hardware Co., Montreal.
National Hdwe. Co., Orillia.
Peterboro Lock Co., Peterboro.
Winnipeg Paint & Glass Co., Winnipeg.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton.
Caverhill Learmont & Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Burlaps, Decorative.
Dominion Oilcloth Co., Montreal.

Burlaps (Oilcoated).
Dominion Oilcloth Co., Montreal.

Burners.
Ontario Lantern & Lamp Co., Hamilton.

Burnishing Steels.
Fox Supply Co., Brooklyn, Wis.

Butts.
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananoque.
Montreal Hardware Co., Montreal.

Button Hole Cutters.
R. Heinisch's Sons Co., Newark, N.J.

Calipers.
J. T. Slocomb Co., Providence, R.I.

Cans.
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., London.
Sheet Metal Products Co., Toronto.

Carriers, Cash and Parcel.
Gipe Hazard Store Service Co., Toronto.

Carpet Sweepers.
Bissell Carpet Sweeper Co., Grand Rapids, Mich.

Carriage Springs and Axles.
Guelph Spring & Axle Co., Guelph.
Campbell Bros., St. John.

Cartridges.
Dominion Cartridge Co., Montreal.
Thos. Moore & Son, Montreal.
Union Metallic Cartridge Co., New York.

Carvers.
Dorken Bros. & Co., Montreal.

Cash Registers.
National Cash Register Co., Toronto.

Castings (Brass and Bronze).
National Hdwe. Co., Orillia.

Cattle and Trace Chains.
B. Greening Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.

Cement.
B. & S. H. Thompson & Co., Montreal.

Cement (Belt).
Sadler & Haworth, Montreal.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo.

Chain (Coil, Boom, Log and Harness).
McKinnon Chain Co., St. Catharines.

Chaplets.
S. Cheney & Son, Manlius, N.Y.

Chisels.
Allan Hills Edge Tool Co., Galt.
Spear & Jackson, Sheffield, Eng.

Churns.
Cummer-Dowswell, Ltd., Hamilton.
Maxwell David & Sons, St. Marys.

Clippers, All Kinds.
Barton-Gillett Co., Reading, Eng.
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago.

Closets.
Earl Contstruction Co., Athens.
Steel Trough & Machine Co., Tweed.

Clothes Reels and Lines.
Cummer Dowswell Ltd., Hamilton.
Hamilton Cotton Co., Hamilton.

Clothes Wringers.
American Wringer Co., New York City.
Cummer-Dowswell, Ltd., Hamilton.

Coal Bags.
Raymond Bros., London.

Coiled Spring Fencing Wire.
New Brunswick Wire Fence Co., Moncton, N.B.

Cold Rolled Strip Steel.
Morris & Bailey Steel Co., Pittsburg, Pa.

Cold Rolled Drawing Steel.
Morris & Bailey Steel Co., Pittsburg, Pa.

Cold Rolled Sheets.
Morris & Bailey Steel Co., Pittsburg, Pa.

Cold Rolled Plates.
Morris & Bailey Steel Co., Pittsburg, Pa.

Colors.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Sherwin-Williams Co., Montreal.

Contractors' Supplies.
H. S. Howland Sons & Co., Toronto.
Thos. Pink Co., Pembroke.

Copper Goods.
Buffalo Mfg. Co., Buffalo, N.Y.

Cordage.
Hamilton Cotton Co., Hamilton.

Cornice.
Metal Shingle & Siding Co., Preston.
Metallic Roofing Co., Toronto.

Corrugated Iron.
Galt Art Metal Co., Galt.
Wheeler & Bain, Toronto.

Cow Ties.
Greening, B. Wire Co., Hamilton.
McKinnon Dash and Metal Co., St. Catharines.
Oneida Community, Ltd., Niagara Falls.

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.

Cutlery, Razors, Scissors, Etc.
Caverhill Learmont & Co., Montreal.
Crookes, Jonathan & Son.
Dorken Bros., Montreal.
R. Heinisch's Sons Co., Newark, N.J.
H. S. Howland Sons & Co., Toronto.
Hupfeld Ludeking Co., Montreal.
Jas. Hutton & Co., Montreal.
Kennedy Hardware Co., Toronto.
Lewis Bros., Ltd., Montreal.
Arch. Macfarlane & Co., Montreal.
McGlashan Clarke Co., Niagara Falls.
J. Wiss & Sons, Newark, N.J.

Door Checks.
Canadian Yale & Towne, St. Catharines.

Door Hangers (Barn and Parlor)
Canada Steel Goods Co., Hamilton.
Richards Wilcox Mfg. Co., Aurora, Ill.

Door Hangers.
Hunt Helm Ferris Co., Harvard, Ill.
F. E. Myers & Bro., Ashland, Ohio.
Richards Wilcox Mfg. Co., Aurora, Ill.

Door Sets.
Belleville Hardware & Lock Mfg. Co., Belleville.
National Hdwe. Co., Orillia.
Peterboro Lock Co., Peterboro.

Drills (Hand and Breast).
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Drills, High Speed.
Alexander Gibb, Montreal.

Drills.
London Foundry Co., London.
Whitman & Barnes Mfg. Co., St. Catharines.

Dry Batteries.
Canadian Carbon Co., Winnipeg.

Edge Tools.
Josiah Fowler Co., Ltd., St. John, N.B.
Allan Hills Edge Tool Co., Galt.

Elbows.
Ferdinand Dieckmann, Cincinnati.
E. T. Wright & Co., Hamilton.

Electric Lighting Fixtures.
Barton-Netting Co., Windsor.
Jas. Morrison Brass Mfg. Co., Toronto.

Electrical Supplies.
Canadian General Electric Co., Toronto.
Sumner Co., Moncton, N.B.

Electro Plate.
McGlashan Clarke Co., Niagara Falls.
National Hdwe. Co., Orillia.

Emery Cloth.
W. F. Murphy, Montreal.

Emery or Corundum Wheels.
Canadian Hart Wheels, Ltd., Hamilton.

Enamels.
Canada Paint Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Sherwin-Williams Co., Montreal.

Enameled Ware.
Amherst Foundry Co., Amherst, N.S.
Davidson Thos. Mfg. Co., Montreal.
The Sheet Metal Products Co., of Canada, Ltd., Montreal, Toronto, Winnipeg.
McClary's, London, Ont.
Ernest Stevens, Ltd., Cradley Heath, England.

Eavestroughs.
Thos. Davidson Mfg. Co., Montreal.
Metal Shingle & Siding Co., Preston.
McClary Mfg. Co., London.
Sheet Metal Products Co., Toronto.
Wheeler & Bain, Toronto.
E. T. Wright & Co., Hamilton.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Escutcheon Pins.
The Parmenter & Bulloch Co., Gananoque.

Fencing, Woven Wire.
The Steel Co. of Canada, Hamilton.
Great West Wire Fence Co., Winnipeg.

Fence Staples.
New Brunswick Wire Fence Co., Moncton, N.B.

Files and Rasps.
Barnet Co., G. & H., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Henry Disston & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Spear & Jackson, Sheffield, Eng.

Fillers (Wood).
Imperial Varnish & Color Co., Toronto.

Fire Extinguishers.
Kyl Fyre Ltd.

Firearms and Ammunition.
C. J. Hamilton & Son, Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Arch. Macfarlane & Co., Montreal.

Fire Escapes.
Canada Foundry Co., Ltd., Toronto.
Dennis Wire & Iron Co., London.
Empire Steel Ladder Co., Moncton.

Fire Place Furnishings.
Barton-Netting Co., Ltd., Windsor.

Flasks.
Chas. Westwood & Sons, Birmingham, Eng.

Flatware.
McGlashan Clarke Co., Niagara Falls.

Floor Coverings.
United Roofing Mfg. Co., Philadelphia.

Floor Scrapers.
Fox Supply Co., Brooklyn, Wisc.

Food Choppers.
Enterprise Mfg. Co., Philadelphia, Pa.
D. Maxwell & Sons, St. Mary's.

Foot Scrapers.
Onward Mfg. Co., Berlin.

Foot Warmers.
Chicago Flexible Shaft Co., Chicago.
Ontario Lantern & Lamp Co., Hamilton

Forges.
London Fdy. Co., London.

Forgings.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
Steel Co. of Canada Ltd., Hamilton.

Furniture (School).
Jas. Smart Mfg. Co., Brockville.

Furniture Shoes, Sliding.
Onward Mfg. Co., Berlin.

Galvanizing.
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.

Galvanized Iron.
W. Gilbertson & Co., Ltd. Alex. Gibb, Montreal.
John Lysaght Ltd., Briston, Newport and Montreal.
Henry Rogers Sons & Co., Montreal.
M. & L. Samuel, Benjamin Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Galvanized Wire Netting.
New Brunswick Wire Fence Co., Moncton, N.B.

Gas Fixtures.
The Barton Netting Co., Windsor.
Jas. Morrison Brass Mfg. Co., Toronto.
Pittsburg Lamp & Glass Co., Pittsburg.

Gates.
New Brunswick Wire Fence Co., Moncton, N.B.

Glass.
Hobbs Mfg. Co., London.
Pilkington Bros., Montreal.
A. Ramsay & Son, Montreal.
G. F. Stephens &Co., Winnipeg.
W. H. Thorne & Co., St. John, N.B.
Toronto Plate Glass Imp. Co., Toronto.

Glass, Ornamental.
Hobbs Mfg. Co., London.
Toronto Plate Glass Importing Co., Toronto.
Pilkington Bros., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Glass, Wired.
Hobbs Mfg. Co., London.
Pilkington Bros., Montreal.
Toronto Plate Glass Imp. Co., Toronto.
Winnipeg Paint & Glass Co., Ltd., Winnipeg.

Gasolene Store Systems.
S. F. Bowser & Co., Toronto.

Grates.
Galt Stove & Furnace Co., Galt.
Ohio Foundry Co., Steubenville, O.

Green Bone Cutters.
London Foundry Co., London.

Glaziers' Diamonds.
Hobbs Mfg. Co., London.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.

Glue.
The Canada Glue Co., Ltd., Brantford.

Grills (Steel, Iron and Brass).
Canadian Ferrosteel Co., Bridgebug.

Grindstones.
American Grinder Mfg. Co., Milwaukee.
Luther Grinder Mfg. Co., Milwaukee.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Grease Guns.
S. P. Townsend & Co., Orange, N.J.

Guns.
Harrington & Richardson Arms Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
Arch. Macfarlane & Co., Montreal.
Fredk. Williams, Berningham, Eng.

Hack Saw Frames.
Goodell Pratt Co., Greenfield, Mass.

Hammers.
Double Claw Hammer Co., Brooklyn, N.Y.
Josiah Fowler Co., St. John, N.B.
Whitman & Barnes Mfg. Co., St. Catharines.

Hammers, Heavy.
Allan Hills Edge Tool Co., Galt.
Iron City Tool Co., Pittsburg.

Hammer Handles.
St. Mary's Wood Specialty Co., St. Mary's.

Handles.
Thos. Pink Co., Pembroke.
St. Mary's Wood Specialty Co., St. Mary's.
J. H. Still Mfg. Co., St. Thomas.

Handles, Pick.
St. Mary's Wood Specialty Co., St. Mary's.

Hardware.
Dorken Bros., Montreal.
H. S. Howland Sons & Co., Toronto.
W. H. Thorne & Co., St. John, N.B.
Kennedy Hardware Co., Toronto.
Jas. Smart Mfg. Co., Brockville.

Hatchets.
Allan Hills Edge Tool Co., Galt.
Burgess Norton Mfg. Co., Geneva, Ill.

Hardware Specialties.
Burgess Norton Mfg. Co., Geneva, Ill.
Hunt Helm Ferris Co., Harvard, Ill.
Richards Wilcox Mfg. Co., Aurora, Ill.

Hasps.
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananoque.
Montreal Hardware Co., Montreal.

Hay Scales.
Aylmer Pump & Scale Co., Aylmer.

Hay Unloading Tools.
F. E. Myers & Bro., Ashland, Ohio.

Hinges.
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananoque.
Montreal Hdwe. Co., Montreal.

Hinges, Strap and Tee.
Canada Steel Goods Co., Hamilton.
Montreal Hardware Co., Montreal.

Hinges, Butt Plated and Bright.
Canada Steel Goods Co., Hamilton.

Hinges, Floor Spring.
Chicago Spring Butt Co., Chicago.

Hinges, Lavatory Door.
Chicago Spring Butt Co., Chicago.

Hinges, Screen Door.
Chicago Spring Butt Co., Chicago.

Hinges, Spring.
Chicago Spring Butt Co., Chicago.

Hockey Sticks.
St. Mary's Wood Specialty Co., St. Mary's.
J. H. Still Mfg. Co., St. Thomas.

Hooks.
Thos. Pink Co., Pembroke.
Steel Co. of Canada, Hamilton.

Hoops, Iron.
The Steel Co. of Canada, Hamilton.

Hoops, Barrel.
Laidlaw Bale Tie Co., Hamilton.

Horse Lawn Mowers.
S. P. Townsend & Co., Orange, N.J.

Horse Nails.
Maritime Nail Co., St. John, N.B.
Jas. Pender & Co., St. John, N.B.

Horseshoes and Nails.
Steel Co. of Canada, Hamilton.

Horse Pokes.
J. H. Still Mfg. Co., St. Thomas.

Hotel Kitchen Equipment.
McClary Mfg. Co., London.

Hose.
Gutta Percha & Rubber Co., Toronto.

Ice Cream Freezers.
North Bros. Mfg. Co., Philadelphia.

Ice Cutting Tools.
Theo. J. Ely Mfg. Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors, Automatic.
Jas. Morrison Brass Mfg. Co., Toronto.

Iron and Steel Bars.
London Rolling Mills Co., London.
Steel Co. of Canada, Hamilton.

Iron Castings (light grey).
National Hdwe. Co., Orillia.

Iron Pipe.
Canadian Tube & Iron Co., Montreal.
Steel Co. of Canada, Hamilton.

Iron Pumps.
Aylmer Pump & Scale Co., Alymer.
McDougall R. Co., Galt.

Iron and Steel Sheets.
M. & L. Samuel, Benjamin & Co., Toronto.

Knives, Pen and Pocket.
Dorken Bros. & Co., Montreal.
Arch. Macfarlane & Co., Montreal.

Knives, Draw.
Allan Hills Edge Tool Co., Galt.

Japans.
Dougall Varnish Co., Montreal.

Ladders.
Stratford Mfg. Co., Stratford.

Ladders, Iron.
Empire Steel Ladder Co., Moncton, N.B.

Ladders, Shelf.
F. E. Myers & Bro., Ashland, Ohio.

Lamps, Incandescent.
Ontario Lantern & Lamp Co., Hamilton.

Lamps, Acetylene Mine.
Maple City Mfg. Co., Monmouth, Ill.

Lamps.
Angle Lamp Co., New York.
Ontario Lantern & Lamp Co., Hamilton.
Pitsburg Lamp Brass & Glass Co., Pittsburg.

Lanterns.
Thos. Davidson Mfg. Co., Montreal, Que.
Ontario Lantern & Lamp Co., Hamilton.
Sheet Metal Products Co., of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.

Lawn Mowers.
D. Maxwell & Sons, St. Mary's, Ont.
Lewis Bros., Montreal.
Jas. Smart Mfg. Co., Brockville.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes, St. Catharines.

Leather, Lace.
Sadler & Haworth, Montreal.

Levels.
Goodell, Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Lighting Fixtures.
Jas. Morrison Brass Mfg. Co., Toronto.

Linoleums (Plain and Printed).
Dominion Oilcloth Co., Montreal.

Locks, Knobs, Escutcheons, Etc.
Belleville Hdwe. & Lock Co., Belleville.
National Hardware Co., Orillia.
Peterboro Lock Mfg. Co., Peterboro.

Lumbering Tools.
Thos. Pink & Co., Pembroke.

Mantels and Grates.
Barton Netting Co., Windsor.
Winnipeg Paint & Glass Co., Winnipeg.

Mats.
Meakins & Sons, Hamilton.

Manufacturers' Agents.
Henderson & Richardson, Montreal.
Alex. Gibb, Montreal.
H. F. McIntosh & Co., Toronto.
Reynolds & Jackson, Calgary.

Metals.
Canada Metal Co., Toronto.
Caverhill Learmont & Co., Montreal.
Alex. Gibb, Montreal.
A. C. Leslie & Co., Montreal.
John Lysaght, Bristol, Eng.
Magnolia Metal Co., Montreal.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Sheet Metal Products Co., Toronto
Tallman Brass & Metal Co., Hamilton.
B. & S. H. Thompson & Co., Montreal.

Metal Work, Stamp.
Ontario Lantern & Lamp Co., Hamilton.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Polish, Emery Cloth, Etc.
John Oakey & Sons, London, Eng.

Mill Supplies.
Caverhill Learmont & Co., Montreal.
Sumner Co., Moncton, N.B.
W. H. Thorne & Co., St. John, N.B.

Mitre Boxes.
Stanley Rule & Level Co., New Britain, Conn.

Motors.
Bruce Stewart & Co., Charlottetown.
Can. Fairbanks-Morse Co., Montreal.

Mop Wringers.
Theo. J. Ely Mfg. Co., Erie, Pa.
White Mop Wringer Co., Fultonville.

Nails (bright coated and galvanized).
Jas. Pender & Co., Ltd., St. John, N.B.

Nails.
Jas. Pender & Co., St. John, N.B.

Nail Pullers.
Bridgeport Hdwe. Corp., Bridgeport, Conn.
Chas. Morrill, New York, N.Y.

Nails, Wire.
Laidlaw Bale Tie Co., Hamilton.
Parmenter & Bulloch Co., Gananoque.
Maritime Nail Co., St. John, N.B.
Jas. Pender & Co., St. John, N.B.
Steel Co. of Canada, Hamilton.
United States Steel Products Co., Montreal.

Neckyokes.
J. H. Still Mfg. Co., St. Thomas.

Night Latches.
Peterboro Hdwe. Co., Peterboro.

Oakum.
W. F. Murphy, Montreal, Que.

Oilers.
Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia, Pa.
Sheet Metal Products Co., Toronto.
E. T. Wright & Co., Hamilton.

Oilers, Pump, Machine, Auto and Railroad.
Maple City Mfg. Co., Monmouth, Ill.

Oilcloths, Floor, Table and Enamelled.
Dominion Oilcloth Co., Montreal.

Oil Storage Equipment, Self Measuring.
S. F. Bowser & Co., Toronto.

Oil Tanks.
S. F. Bowser & Co., Toronto.

Ornamental Iron and Wire.
Canadian Wire & Iron Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London.

Packing.
Garlock Packing Co., Hamilton.
Gutta Percha & Rubber Mfg. Co., Toronto.

Paints, Oils, Varnishes.
Berry Bros., Ltd., Walkerville.
Brandram-Henderson, Montreal.
Canadian Oil Companies, Toronto.
Canada Paint Co., Montreal.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
R. C. Jamieson & Co., Montreal.
Lowe Bros., Toronto.
Martin-Senour Co., Montreal.
Benjamin Moore Co., Toronto.
Pratt & Lambert Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint & Varnish Co., Windsor.
G. F. Stephens & Co., Winnipeg, Man.
W. H. Thorne & Co., St. John, N.B.
Winnipeg Paint & Glass Co., Winnipeg.

Paint Oil Systems.
S. F. Bowser & Co., Toronto.

Paint and Varnish Remover.
Chadeloid Chemical Co., New York.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.

Percolators.
Buffalo Mfg. Co., Buffalo, N.Y.

Perforated Sheet Metals.
Canada Wire Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Hamilton.

Picks.
Allan Hills Edge Tool Co., Galt.

Pig Iron.
A. C. Leslie & Co., Montreal.
Steel Co. of Canada, Hamilton.
M. L. Samuel, Benjamin & Co., Toronto.

Pipe, Wrought Lead and Galvanized.
Steel Co. of Canada, Hamilton.

Pipe Conductor.
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.

Pit Rails and Fasteners.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Plated Ware.
Caverhill Learmont & Co., Montreal.
McGlashan, Clarke Co., Niagara Falls.
Toronto Silver Plate Co., Toronto.

Planes.
Stanley Rule & Level Co., New Britain, Conn.

Plumbers' Supplies.
Jas. Morrison Brass Mfg. Co., Toronto.
Sumner Co., Moncton, N.B.

Poultry Netting.
B. Greening Wire Co., Hamilton.
John Lysaght Ltd., Bristol, Newport and Montreal.

Prism Glass.
Hobbs Mfg. Co., London.

Pruning Shears.
R. Heinisch's Sons Co., Newark, N.J.
J. Wiss & Sons Co., Newark, N.J.

Pumps.
Canada Foundry Co. Ltd., Toronto.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, O.

Pumps, Force.
Alymer Pump & Scale Co., Alymer.
R. McDougall Co., Galt.

Pumps, Lift.
Aylmer Pump & Scale Co., Aylmer.

Putty.
Brandram-Henderson Ltd., Montreal.
A. Ramsay & Son, Montreal.
Steel Co. of Canada, Hamilton.

R. R. Angle Bars.
Steel Co. of Canada, Ltd., Hamilton.

R. R. Axles.
Steel Co. of Canada, Ltd., Hamilton.

Rakes, Wood, Hay.
J. H. Still Mfg. Co., St. Thomas.

Ranges, see Stoves.

Razors.
Dorken Bros. & Co., Montreal.
Greef-Bredt, Toronto.
Hupfeld, Ludecking, Montreal.
J. Wiss & Sons, Newark, N.J.
Arch. Macfarlane & Co., Montreal.

Razors, Safety.
Gillette Safety Razor Co., Montreal.
Kampfe Bros., New York.

Razor Blades, Safety.
Gillette Safety Razor Co., Montreal.

Razor Hones.
Canadian Hart Wheels, Ltd., Hamilton.

Refrigerators.
Lewis Bros., Montreal.

Registers.
Wm. Buck Stove Co., Brantford.
Burrow, Stewart & Milne Co., Hamilton.
Canadian Heating & Ventilating Co., Owen Sound.
Clare Bros. & Co., Preston.
Canadian Ferrosteel Co., Bridgeburg.

Registers, Stove Pipe.
Canadian Ferrosteel Co., Bridgeburg.

Rivets.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Hamilton.

Roofing.
Canadian Supply Co., Toronto.
H. S. Howland & Co., Toronto.
Lewis Bros., Montreal.
Alex. McArthur & Co., Montreal.

Roofing Supplies.
Barber Asphalt Co., Philadelphia.
Canadian Supply Co., Toronto.
Galt Art Metal Co., Galt.
Alex. McArthur & Co., Montreal.
Metal Shingle & Siding Co., Preston.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Rubber Goods.
Gutta Percha & Rubber Mfg. Co., Toronto.

Rules, Steel and Wood.
Lufkin Rule Co., Windsor.
Stanley Rule & Level Co., New Britain, Conn.

Safety Shaving Outfits.
Dorken Bros. & Co., Montreal.
Gillette Safety Razor Co., Montreal.
Kampfe Bros., New York.

Sandpaper.
W. F. Murphy, Montreal.

Saws.
E. C. Atkins & Co., Indianapolis, Ind.
Shurly-Deitrich Co., Galt.
Spear & Jackson, Sheffield, Eng.

Saws (Hand, Hack, Crosscut, Butcher).
E. C. Atkins & Co., Hamilton.

Saw Sets.
Chas. Morrill, New York.

Scales.
Aylmer Pump & Scale Co., Aylmer.
Burrow Stewart & Milne Co., Hamilton.

Scales Platform.
Aylmer Pump & Scale Co., Aylmer.
Renfrew Scale Co., Renfrew.

Scrapers, Hand.
Fox Supply Co., Brooklyn, Wis.

Screens.
Canadian Ferrosteel Co., Brideburg.

Screens (Sand and Gravel).
Canada Wire & Iron Mfg. Co., Hamilton.

Screws, Nuts, Bolts.
Steel Co. of Canada, Hamilton.
P. L. Robertson Mfg. Co., Milton.

Screws and Nuts, Standard Milled.
National Acme Mfg. Co., Cleveland, Ohio.

Screw Drivers, Automatic.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia.

Shafting (bright, pressed, polished).
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Shears, Scissors.
Dorken Bros. & Co., Montreal.
R. Heinisch's Sons Co., Newark, N.J.
J. Wiss & Sons, Newark, N.J.

Shot Shell.
Dominion Cartridge Co., Montreal.

Silverware.
McGlashan Clarke Co., Niagara Falls.
Oneida Community Ltd., Oneida, N.Y.
W. H. Thorne & Co., St. John, N.B.
Toronto Silver Plate Co., Toronto.

Skylight.
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.

Special Milled Work from Metal Bars.
National-Acme Mfg. Co., Cleveland, Ohio.

Spikes, Railway, Ship or Pressed.
Steel Co. of Canada, Hamilton.

Sporting Goods.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Montreal.
Sumner Co., Moncton, N.B.
W. H. Thorne & Co., St. John, N.B.

Spring Dies (Automatic, Hand, Machine, Adjustable).
National Acme Mfg. Co., Cleveland, Ohio.

Springs.
Josiah Fowler Co., Ltd., St. John, N.B.
B. Greening Wire Co., Hamilton.

Stains.
Sherwin-Williams Co., Montreal.

Stampings (Sheet and Metal).
National Hdwe. Co., Orillia.

Stands.
Buffalo Mfg. Co., Buffalo, N.Y.

Staples.
Canada Steel Goods Co., Hamilton.
B. Greening Wire Co., Hamilton.
Steel Co. of Canada, Hamilton.

Steel, High Speed.
Alexander Gibb, Montreal.

Steel, Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg, Pa.

Steel Bars, Plates, Etc.
London Rolling Mils Co., London.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Co., Montreal.

Steel Work (Jail and Prison).
Canada Wire & Iron Goods Co., Hamilton.

Stencils.
Hamilton Stamp & Stencil Co., Hamilton.
McClary Mfg. Co., London.
Sheet Metal Products Co., Toronto.
E. T. Wright & Co., Hamilton.

Store Ladders.
F. E. Myers & Bro., Ashland, Ohio.

Stoves, Furnaces.
Amherst Foundry Co., Amherst, N.S.
D. J. Barker & Co., Picton.
Wm. Buck Stove Co., Brantford.
Burrow Stewart & Milne, Hamilton.
Canadian Heating and Ventilating Co., Owen Sound.
Clare Bros., Preston.
Thos. Davidson Mfg. Co., Montreal.
Galt Stove & Furnace Co., Galt.
Chas. Fawcett Mfg. Co., Sackville, N.B.
Findlay Bros. & Co., Carleton Place.
Gurney Foundry Co., Toronto.
Hall Zryd Fdy. Co., Hespeler.
McClary Mfg. Co., London.
D. Moore & Co., Ltd., Hamilton.
Pease Foundry Co., Toronto.
Supreme Heating Co., Welland.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock.

Stoves, Gas.
Baxter Stove Co., Mansfield, Ohio.
Burrow, Stewart & Milne, Hamilton.
Gurney Foundry Co., Toronto.
McClary Mfg. Co., London.

Surfacers.
Dougall Varnish Co., Montreal.

Tacks.
Morrisburg Tack Mfg. Co., Morrisburg.
Jas. Pender & Co., Ltd., St. John, N.B.
Steel Co. of Canada, Hamilton.

Tailors' Shears.
R. Heinisch's Sons Co., Newark, N.J.

Tanks (Coal Oil).
S. F. Bowser & Co., Toronto.

Table Kettles.
Buffalo Mfg. Co., Buffalo, N.Y.

Tapes, Steel.
Lufkin Rule Co., Windsor.

Tar and Pitch.
Alex. McArthur & Co., Montreal.

Tarred Felt.
Alex. McArthur & Co., Montreal.

Tie Plates.
Steel Co. of Canada, Ltd., Hamilton.

Tiling, Wall and Floor.
Barton Netting Co., Windsor.

Tinners' Snips.
R. Heinisch's Sons, Newark, N.J.
J. Wiss & Sons, Newark, N.J.

Tin Plate.
A. C. Leslie & Co., Montreal.
Henry Rogers Sons & Co., Montreal.

Tinware.
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., London.
Sheet Metal Products Co., Toronto.
E. T. Wright & Co., Hamilton.

Tires.
Gutta Percha & Rubber Co., Toronto.

Toe Calks.
Jas. Pender & Co., Ltd., St. John, N.B.

Tools.
Canadian Billings & Spencer Co., Welland.
Dorken Bros. & Co., Montreal.
Goodell Pratt Co., Greenfield, Mass.
North Bros., Philadelphia, Pa.
Thos. Pink, Pembroke.
Jas. Smart Mfg. Co., Brockville.
Spear & Jackson, Sheffield, Eng.
Wright Wrench & Forging Co., Canton, Ohio.

Tools, Precision.
Goodell-Pratt Co., Greenfield, Mass.

Tools, Garden.
Spear & Jackson, Sheffield, Eng.

Trucks.
Aylmer Pump & Scale Co., Aylmer.
Burrow, Stewart & Milne, Hamilton.

Urns, Tea and Coffee.
Buffalo Mfg. Co., Buffalo, N.Y.

Vacuum Cleaners.
Barton Netting Co., Windsor.
Onward Mfg. Co., Berlin.

Valves.
Kerr Engine Co., Walkerville, Ont.

Varnishes. See Paints.
Berry Bros., Detroit, Mich.
Dougall Varnish Co., Montreal.
International Varnish Co., Ltd., Toronto.

Ventilators.
Canadian Ferrosteel Co., Ltd., Bridgeburg.
J. W. Harris Co., Montreal.
Wheeler & Bain, Toronto.

Vises.
Chas. Parker Co., Meriden, Conn.

Wallpaper Display Racks.
Onward Mfg. Co., Berlin.

Washers.
London Fdy. Co., London.
London Rolling Mills Co., London.
Steel Co. of Canada, Hamilton.

Waste.
W. F. Murphy, Montreal.

White Lead.
Brandram-Henderson Ltd., Montreal.
Canada Paint Co., Montreal.
A. Ramsay & Son, Montreal.
Steel Co. of Canada, Hamilton.

Wire Fencing.
Great West Wire Fence Co., Winnipeg.
New Brunswick Wire Fence Co., Moncton.

Washing Machines, Etc.
J. H. Connor & Son, Ottawa.
Cummer-Dowswell Ltd., Hamilton.
Globe Mfg. Co., Perry, Iowa.
Henderson & Richardson, Montreal.
London Foundry Co., London.
D. Maxwell & Sons, St. Mary's.

Wash Boards and Tubs.
Wm. Cane & Sons Co., Newmarket.
Meakins & Sons, Hamilton.

Whiffletrees.
J. H. Still Mfg. Co., St. Thomas.

Wedges.
Iron City Tool Co., Pittsburg.

Whisks.
Meakins & Sons, Hamilton.

Wholesale Hardware.
A.M. Bell & Co., Halifax.
Cragg Bros., Co. Ltd., Halifax.
Crowell Bros., Halifax.
Caverhill, Learmont & Co., Montreal.
H. S. Howland Sons & Co., Toronto.
Kennedy Hardware Co., Toronto.
Lewis Bros., Montreal.
W. H. Thorne & Co., St. John, N.B.
T. McAvity & Co., St. John, N.B.
E. K. Spinney, Yarmouth, N.S.
Wm. Stairs Sons & Morrow, Halifax.
Sumner & Co., Moncton, N.B.
Wood, Vallance Ltd., Hamilton.

Window Guards.
Canada Wire & Iron Goods Co., Hamilton.

Wire Cutters.
H. K. Porter, Everett, Mass.

Wire, Iron, Steel, Brass and Copper.
Laidlaw Bale Tie Co., Hamilton.
Maritime Nail Co., St. John, N.B.
Steel Co. of Canada, Hamilton.

Wire Cloth.
Canada Wire & Iron Goods Co., Hamilton.
B. Greening Wire Co., Hamilton.

Wire Chains.
B. Greening Wire Co., Hamilton.

Wire Goods, Bright.
Steel Co. of Canada, Hamilton.

Wire Mats.
B. Greening Wire Co., Hamilton.
Kuhne, Anderton Mfg. Co., Port Hope.

Wire Goods.
Canada Wire & Iron Mfg. Co., Hamilton.

Wire Netting.
John Lysaght Ltd., Montreal.

Wire Rope.
B. Greening Wire Co., Hamilton.

Wire Machinery.
Ed. Brand, 472 Moss Lane, E. Manchester, England.

Wire Work.
B. Greening Wire Co., Hamilton.

Woodenware.
Wm. Cane & Sons, Newmarket.

Woven Wire Netting.
New Brunswick Wire Fence Co., Moncton, N.B.

Wrenches.
Canadian Billings & Spencer Co., Welland.
Whitman & Barnes, St. Catharines.
Wright Wrench & Forging Co., Canton, Ohio.

Wrapping Paper (Hardware).
Alex. McArthur & Co., Montreal.

Wringers.
D. Maxwell & Sons, St. Mary's.

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

A

Altorfer Bros. 64
American Shearer Mfg Co. 218
American Grinder Mfg Co. 192
Amherst Foundry Co., Ltd. 150
American Wringer Co. 223
Angle Mfg. Co. 201
Argall Bros. 56
Armstrong Bros. Tool Co. 219
Atkins & Co., E. C. 234
Atlas Mfg. Co. 218
Auto Controller Co., The 195
Aylmer Pump and Scale Co. 252

B

Barton Gillette Co., The 257
Barber Asphalt Paving Co. 191
Barker & Son, D. J. 22
Barnett, G. & H. Co. 236
Barton Netting Co. 48
Baxter Stove Co., The 38
Belleville Hardware & Lock Co. 6
Berry Bros., Ltd. 185
Bemis & Call Hardware & Tool Co. 217
Bell, A. M., & Co., Ltd. 167
Bosse & Banks 218
Bowser, S. F., & Co., Inc. 174
Bowes, Jamieson, Ltd. 23
Brand, Ed. 216
Bridgeport Hardware Mfg Corp. 238
Brown Boggs Co., The 242
Bruce, Stewart & Co., Ltd. 171
Bryan, Thos., Ltd. 67
Brandram-Henderson, Ltd. 176
Burgess Norton Co. 194
Burman's Clippers 68
Buck Stove Co., The Wm. 20, 21
Buffalo Mfg. Co. 188
Burrow, Stewart & Milne Co., Ltd.—— 74, 75

C

Campbell, P., & Co. 168
Campbell Bros. 165
Cameron & Campbell 218, 248
Canada Foundry Co. 216
Canada Metal Co. 210, 218
Canada Glue Co. 186
Cane & Sons, Wm. 70, 71
Canadian Fairbanks Morse Co., Ltd. 53
Canada Paint Co. 177
Canada Steel Goods Co. 14
Canada Wire & Iron Goods Mfg. Co. 189
Canadian Billings & Spencer 47
Canadian Copper Co. 250
Canadian Ferrosteel Co. 238
Canadian Hart Wheels 218
Canadian Heating & Ventilating Co. 24, 25
Canadian Oil Companies 180, 181
Canadian Rope Buckle Co. 252
Cannon Iron Foundries, Ltd. 217
Canadian Supply Co. 256
Canadian Tube & Iron Works Co. 69
Caverhill, Learmont & Co. 15
Delta File Works 251
Chatham Malleable & Steel Mfg. Co. 226
Clare Bros. & Co., Ltd. 43, 44, 45, 46
Cheney & Son, S. 218
Chicago Tubing & Braiding Co. 64
Chicago Flexible Shaft Co. 78, 79
Chicago Spring Butt Co. 189
Cote Boivin & Cie, Inc. 217
Collette Mfg. Co. 202
Cowan & Britton 54
Cragg Bros. Co., Ltd. 172
Crowell Bros. 165
Cummer-Dowswell, Ltd. 254

D

Davidson, Thos., Mfg. Co. 37
Defriez & Woodman 240
Dennis Wire & Iron Co. 251
Dieckman Co., Ferdinand 203
Directory of Manufacturers 218, 219
Dominion Oilcloth Co. 76, 77
Dominion Cartridge Co. 84
Dorken Bros. 59
Dougall Varnish Co. 187
Double Truss Cornice Brake Co. 239
Double Claw Hammer Co. 241
Dreis, Edward 202

E

Earl Construction Co., The 66
Ely Mfg. Co., Theo J. 195
Empire Steel Ladder Co. 171
Enterprise Foundry Co., Ltd. 16
Erie Iron Works Co. 221

F

Fawcett, Chas. Mfg. Co. 166
Findlay Bros. & Co. 26, 27
Ford Auger Bit Co. 250
Fox Supply Co. 198
Fowler, Josiah, & Co., Ltd. 172
Furness, Withy & Co., Ltd. 170

G

Garlock Packing Co., The 230
Gault Art Metal Co. 186
Galt Stove & Furnace Co. 18
Gipe Hazard Store Service Co. 252
Gilbertson, A. W. 250
Gillette Safety Razor Co., of Canada.. 80, 81
Gibb, Alexander 218
Globe Mfg. Co. 57
Goodhue, J. L., & Co., Ltd. 199
Goodell-Pratt Co. 205
Greening, B., Wire Co. 83
Great West Wire Fence Co., The 224
Greener, W. W. 52
Gurney Foundry Co. 72, 73
Gutta Percha & Rubber Mfg. Co. 200

H

Hall Zryd Foundry Co. 19
Harrington & Richardson 190
Hamilton Stamp & Stencil Works 218
Hamilton Cotton Co. 219
Hamilton, C. J., & Son 23
Harris, J. W. Co. 201
Hero Mfg. Co. 244
Heinisch, R., Sons Co. 195
Henderson & Richardson 179
Hickmott & Ardron 257
Hills (Allan) Edge Tool Co. 229
Hobbs Mfg. Co. 208
Hobbies, Limited 41
Hunter, Wm., & Sons 66
Hunt, Helm, Ferris & Co., Ltd. 62
Hupfield Ludecking 214
Howland, H. S., Sons & Co. 5
Hutton, Jas., & Co. 14, 216

I

Ideal Sad Iron Mfg. Co. 56
Imperial Varnish & Color Co. 174
International Varnish Co. 179
Iron City Tool Works 256

J

Jamieson & Co., R. C. 184
James & Reid 218
Jardine, A. B., & Co. 184

K

Kampfe Bros. 225
Kennedy Hardware Co. 1
Kuhne Anderton Mfg. Co. 58
Kynoch Ltd. 260
Kyl Fyre Ltd. 249

L

Laidlaw Bale Tie Co. 200
Lamontagne, Ltd. 66
Leslie, A. C., & Co. 231
Lloyd, Edward, Ltd. 250
London Bolt & Hinge Works 217
Lowe Bros., Ltd. 184
Lewis Bros., Ltd. 3
London Foundry Co. 198
London Rolling Mill Co. 63
Lufkin Rule Co. 207
Lundy Shovel and Tool Co. 190

M

McAvity, Sons, T. 151
McArthur, Alex., & Co. 195
McClary Mfg. Co. 29, 30, 31, 232
McDougall, R., Co. 226
McFarlane & Co., A. 259, 260, 261
McGlashan-Clarke Co., Ltd. 191
McKinnon Chain Co. 236
Mab Co., The 216
Marble Arms & Mfg. Co. 201
Magnolia Metal Co. 232
Marshalltown Trowel Co. 197
Maritime Nail Co., Ltd. 153
Maple City Mfg. Co. 188
Martin-Senour Co. 187
May & Padmore 192
Maxwell, D., & Sons 212, 213
Meakins & Sons 253
Metal Shingle & Siding Co. 8, 9, 217
Metallic Roofing Co. 233
Millers Falls Co. 249
Mitchell & Co., David 218
Morrill, Chas. 206
Montreal Hardware Mfg. Co. 215
Morrisburg Tack Mfg. Co., Ltd. 56
Morrison Brass Mfg. Co., Jas. 10, 11
Moore, Benjamin & Co. 178
Moore, Thomas & Son 32
Moore Co., Ltd., The D. 39
Morris & Bailey Steel Co. 238
Murphy, Frank W. 32
Myers & Bros. F. E. 251

N

National Cash Register Co. 255
National Acme Mfg. Co. 194
National Hardware Co. 16
New Brunswick Wire Fence Co., Ltd.. 167
New Imperial Cycles, Ltd. 217
Nickel Plate Stove Polish Co. 216
Nicholson File Co. 60, 61
Northern Aluminum Co. 263
Newman, W., & Sons 218
North Bros. Mfg. Co. 231
Nova Scotia Steel and Coal Co. 170, 184

O

Oakey, John, & Sons 178
Ohio Foundry Co. 249
Onward Mfg. Co. 65
Ontario Lantern & Lamp Co., Ltd. ..... Inside Back Cover
Otterville Mfg. Co. 216
Owen Sound Wire Fence Co. 222

P

Parmenter Bullock Co., The 218
Pender, Jas. & Co., Ltd. 172
Pease Foundry Co. 219
Perkington, George 217
Pittsburg Lamp, Brass & Glass Co. 7
Pilkington Bros. 220
Pinchin-Johnson & Co., Ltd. 182
Pink, Thos. 233
Porter, H. K. 245
Phillips Laffitte Co. 252
Peterborough Lock Co. 234

R

Raymond Bros. 218
Ramsay, A., & Son Co. 183
Remington Arms Union Metallic Cartridge Co. 193
Renfrew Scale Co. 193
Reynolds & Jackson 58
Rice Knight, Ltd. 257
Richards Wilcox Mfg. Co. 264
Robertson Mfg. Co., Ltd., P.L. 227
Rogers, Son & Co., Hy. 192
Ross Rifle Co. 227
Rudd & Co., C. 257

S

Sadler & Haworth 55
Sapho Mfg. Co. 40
Samuels, J. 64
Samuel M. & L., Benjamin & Co. 230
Schramberger Uhrfedernfabrik 251
Seymour, Henry T., Shear Co. 219
Sharratt & Newth 219
Shaw, A., & Son 219
Sherwin-Williams Co., The 175
Sheet Metal Products Co. 2
Shurly-Dietrich Co., Ltd. 203
Smith Hardware Co., Ltd. 49, 191
Smart, Jas. Mfg. Co. 17
Southington Mfg. Co., The 219
Sorby, Robt., & Sons 226
Spear & Jackson 50
Spinney, E. K. 168
Spooner, Alonzo W. 218
Stairs, Wm., Son, & Morrow 152
Standard Chain Co. 252
Standard Paint and Varnish Co. 184
Stanley Rule and Level Co. 228
Steel Trough & Machine Co. 202
Steffens & Nolle 209
Stevens Hepner & Co. 188
Steel Co., of Canada, Ltd. 4
Stephens, G. F., & Co. 178
Stewart Mfg. Co., Jas., Ltd. 33, 34, 35, 36
St. Mary's Wood Specialty Co. 224
Still, J. H., Mfg. Co. 198
Stratford Mfg. Co. 42
Sumner Co. 169
Supreme Heating Co. 28

T

Tallman Brass and Metal Co. 216
Thorne, W. H., & Co., Ltd. 149
Thompson, B. & S. H. ....Inside front cover
Tilley Co., Allan 244
Toronto Silver Plate Co., Ltd. 243
Toronto Plate Glass Importing Co. 82
Townsend, S. P. & Co. 236

W

Ware Mfg. Co., Ltd. 196
Want Ads. 51
Welsh Tinplate & Metal Stamping Co., Ltd., The 204
Westwood & Sons, C. 218
Western Distributors, Ltd. 219
Western Wire and Nail Co. 217
Wheatstone & Co., C. 238
Wheeler & Bain 237
Whitman & Barnes Mfg. Co. 178
White Mop Wringer Co. 216
Wilckes, Martin, Wilckes Co. 259
Williams Birmingham Gun Wks., Fredk. 257
Wiss & Sons, J. 12, 13
Winnipeg Ceiling and Roofing Co. 188
Winnipeg Paint and Glass Co., Ltd. 182
Wostenholme & Son, Geo. W. 261
Wondershine, Ltd. 259
Woodstock Wagon & Mfg. Co. 250
Wright, Wrench & Forging Co. 262
Wright, E. T., & Co. 203, 235

Y

Yale & Lowne 247

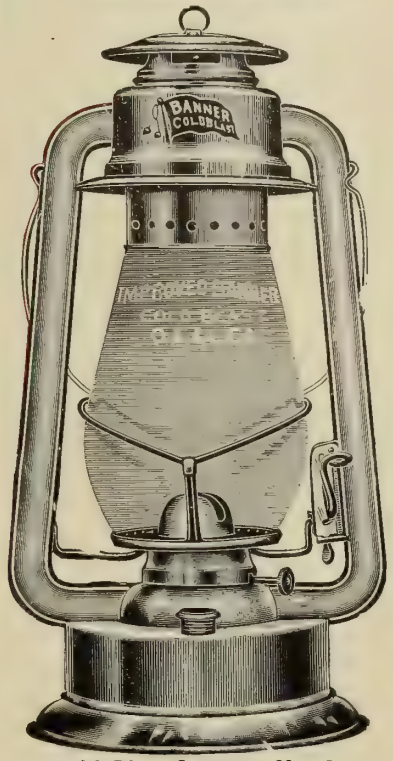
BANNER TRADE MARK.

"BANNER" LANTERNS and BURNERS

THE **BANNER**

Stand for Honest Material
and Skillful Construction.

Quality Lines give your
Customers Confidence
in your other Goods.



Cold Blast Lantern, No. 2

Handsome Appearance.

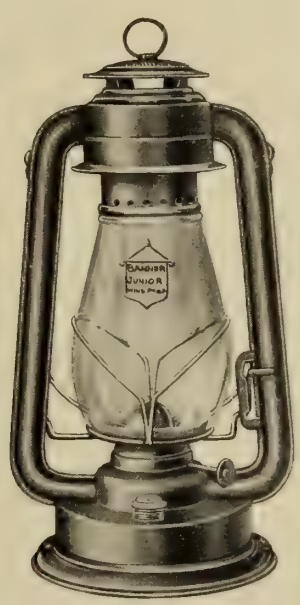


"Banner" Search Dash

Heavy Materials!

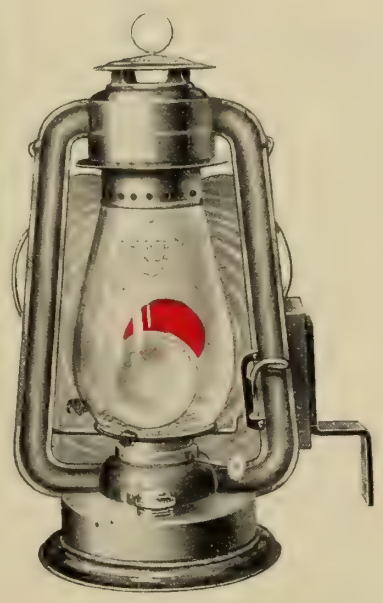
Brass is High and cost daily advancing.

Have YOU protected yourself with a contract for



"Ideal Banner Junior"

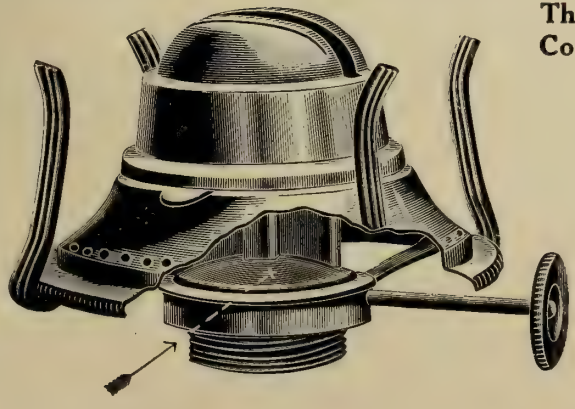
High Finish.



"Banner" Buggy Lantern

Superior Workmanship!

"BANNER" Burners



The Burner with Covered Base.

BRANCHES:
Winnipeg, 56 Albert St.
Montreal, 30 St. Dizier St.

ONTARIO LANTERN & LAMP CO.
LIMITED
Hamilton, Ontario

DOMSTEEL WIRE PRODUCTS

FROM ORE TO FINISHED PRODUCT

WIRE

Nail Wire, Rivet Wire, Annealed Wire
Straightened and Cut to Length

WIRE NAILS

All Standard and Special Gauges



We own and operate our own coal and ore mines; we make our own pig iron and steel; therefore, we can produce the necessary grades of steel for any purpose.

SPECIFY DOMSTEEL WIRE PRODUCTS.

DOMINION IRON & STEEL CO., LTD.

HEAD OFFICE AND WORKS—SYDNEY, N.S.

Sales Offices—Sydney, N.S., and 112 St. James Street, Montreal

CANADA'S ONLY WEEKLY HARDWARE PAPER.

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXIV. Publication Office: Toronto, Canada No. 36

Sept. 7, 1912

The Superior Quality of

Glidden

Green Label Varnishes and Jap-A-Lac

Makes Them Stay Sold



YOU have a right to be particular about the goods you sell in your store. Your reputation depends upon them.

Let this be your motto—Sell Good Goods—Sell Profitable Goods—And Sell Them in Large Quantities.

The superior quality of Glidden's Green Label Varnishes and the world famous JAP-A-LAC is not open to dispute.

They are worthy of your reputation because we make them worthy of ours.

The Glidden Discount makes them most Profitable and the Glidden Advertising in magazines, newspapers, railway bulletins, electric signs, street cars, etc., etc., makes them easy to sell.

Write for our unusual offer to the trade.

The Glidden Varnish Company

TORONTO, ONTARIO

Factories: Toronto, Canada. Cleveland, Ohio. **Branches:** London, New York, Chicago



Big Ben Store Helps

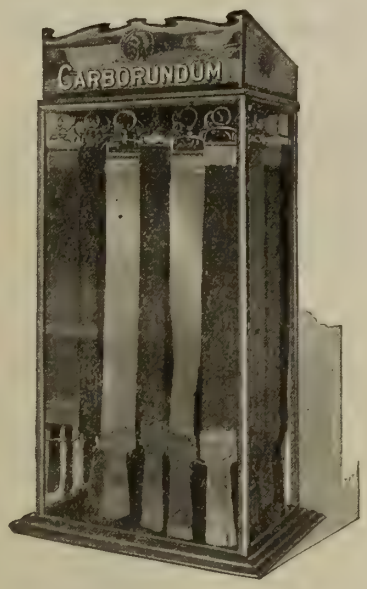
In order to enable Canadian dealers to get the maximum benefit from the Big Ben campaign now running in Canadian magazines, we are packing Big Ben specially for Canadian trade, six in a carton with a full set of store selling helps (two posters, two show cards, two metal signs.)

On an order for 12 we add a solid mahogany display stand. On an order for 24 or more, we print your name on dials, give the posters, display stand, and a beautiful metal sign lithographed in five colors.

Big Ben and his selling helps are being carried in stock by 54 wholesale Canadian distributors. We will be glad to let you have their names upon request. Any will tell you Big Ben is the best made and the best selling alarm that's ever been put out.

In broken and dozen lots, $2.15 less 2%. In lots of 24, $2.05 less 2%.

The Western Clock Co., La Salle, Ill.



The Carborundum Razor Strop Display Case

HERE is a case you will be proud to put in your store—a case that attracts attention, stimulates sales, serves as a practical dust-proof stockkeeper.

Every strop in the case hangs at full length, they can't curl or warp, every strop keeps clean. The case is roomy, well constructed; the frame is of steel, copper oxidize finish, the panels of heavy glass, the base of wood, mahogany finish, the top crowned with a beautiful lithograph display panel; the strops hang from hooks arranged on sliding bars; just open the door at the back, slide out the bars to show the strops to prospective customers and there is no trouble in selling Carborundum Razor Strops—they have the exclusive Carborundum, corrugated sharpening side feature. The display case given free with stock—write for details.

Do your sharpening stone profits show you are a Carborundum dealer?

The Carborundum Company

NIAGARA FALLS, NEW YORK

A New Line

"Yankee" Plain Screw Drivers



Strong, durable, well balanced tools, of the same high quality of material and workmanship as other "Yankee" Tools, which to-day are without equal.

The blade and ferrule are highly polished, the handle of hardwood, finished in dull black, making a handsome appearance.

Each tool is thoroughly tested and the blades positively guaranteed not to turn in the handle.

Your Jobber Will Supply You

No. 90, Standard Style, Fourteen Sizes, 2 to 30 in.

No. 95, Cabinet Style, (Slim Blade) Eleven Sizes, 2½ to 15½ in.

Made by

North Bros. Mfg. Co.

PHILADELPHIA, PA.

The "ECLIPSE" PUMPER

INCLUDES PUMP JACK AND GASOLINE ENGINE COMPLETE

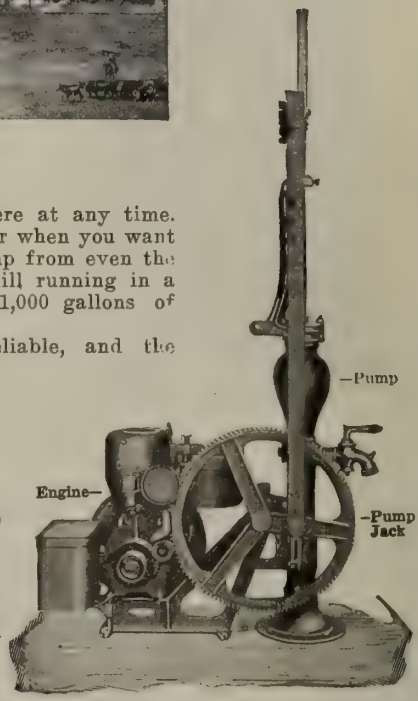


EVERY UP-TO-DATE FARMER WILL BUY ONE

There is no longer any excuse for not having a good supply of water anywhere at any time. **The Eclipse Pumper** has been designed especially for this service, to pump water when you want it to, and at small expense. It is independent of wind or weather, and will pump from even the deepest wells—in fact, it will pump as much water as a 10 or 12-foot windmill running in a 20 mile wind. It uses about one pint of gasoline per hour. Think of it, over 1,000 gallons of water pumped against a head of over 80 feet on one pint of gasoline.

This pump should be sold by every dealer—the profits are consistent and reliable, and the demand is certain to increase.

Write for full particulars. **Keep one in stock.**



The Canadian Fairbanks-Morse Co., LIMITED

MONTREAL	TORONTO	SASKATOON
ST. JOHN	WINNIPEG	VANCOUVER
OTTAWA	CALGARY	VICTORIA

S. M. P. STOVE SHOVELS

Stamped out of one piece of Sheet Steel and Nicely Japanned.



	LIGHT			HEAVY		
Nos.	70	55	57	60	97	65
Length, inches	15	16	23	16	16	23
Case Lots, gross....	1	1	1	1	1	1

PRICES ON APPLICATION.

THE SHEET METAL PRODUCTS COMPANY OF CANADA, LIMITED

SUCCESSORS TO

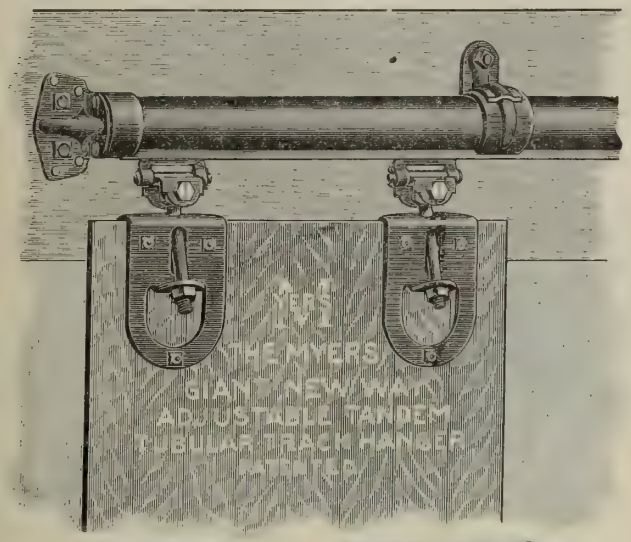
KEMP MANUFACTURING COMPANY

MONTREAL TORONTO WINNIPEG

Myers Giant Door Hangers

Adjustable Tandem Hanger With Giant Tubular Girder Track

Fig. 1515



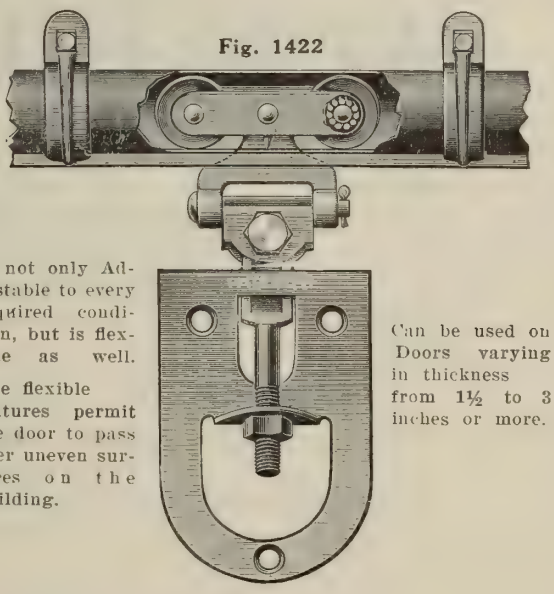


Each Set of Hangers in a Carton.



Half Dozen Sets in a Wood Case.

Fig. 1422



Is not only Adjustable to every required condition, but is flexible as well.

The flexible features permit the door to pass over uneven surfaces on the building.

Can be used on Doors varying in thickness from 1½ to 3 inches or more.

Adjustable to and from Building and to Raise and Lower the Doors.

Storms, Sleet or Ice have no effect on these Hangers

The Ends of the Track are closed preventing birds getting in and building Nests in the Track.

The Hanger has a Flexible Engine Truck with Machine Turned Hard Steel Rollers, which Revolve on Hard Steel Roller Bearings.

The Track is made of High Carbon Stiff Steel with Two Flanges turning downward at the edges, making the Truss or Girders which Stiffen the Track and enabling it to carry a much heavier load than other styles of track.

The adjustable Features of this hanger are very important, as they enable the user to adjust the door to and from the building to prevent snow or rain from blowing in.

The Perpendicular Adjustment permits of the door being raised or lowered, as is necessary, especially in cold weather, as in such cases the ground when frozen will heave up, thus locking the door. Under such conditions, by simply turning up the nut on round bar at the side of the hanger raises the door away from the ground, allowing it to clear.

The Lateral Adjustment is made in the same way to shove the door to or from the building as may be desired. These features, both as to adjustment and the flanges on the underside of the track, are thoroughly covered by patents and controlled by us.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

AGENTS FOR PROVINCE OF QUEBEC FOR

MYERS PUMPS, SPRAYERS, HAY TOOLS AND BARN DOOR HANGERS

PLYMOUTH ROPE
WINS THE CUSTOMER

"I handle nothing but Plymouth rope and practically all Manila. I have the rope trade of the town. It is a nice business and best paying thing we handle."

"One man's story?" Yes, but it strikes at the heart of the present day rope situation.

Real values are appreciated—sought after. *Price* is right only when the *goods* are right and the buyer is the judge.

His decision fixes *your* profit. Look at your best sellers—they tell the story. Plymouth rope *satisfies* the buyer—every time. Its promise of "dollar for dollar" service is a strong attraction.

Talk it over with our distributor's salesman. Let him tell you what *Plymouth* dealers are doing.

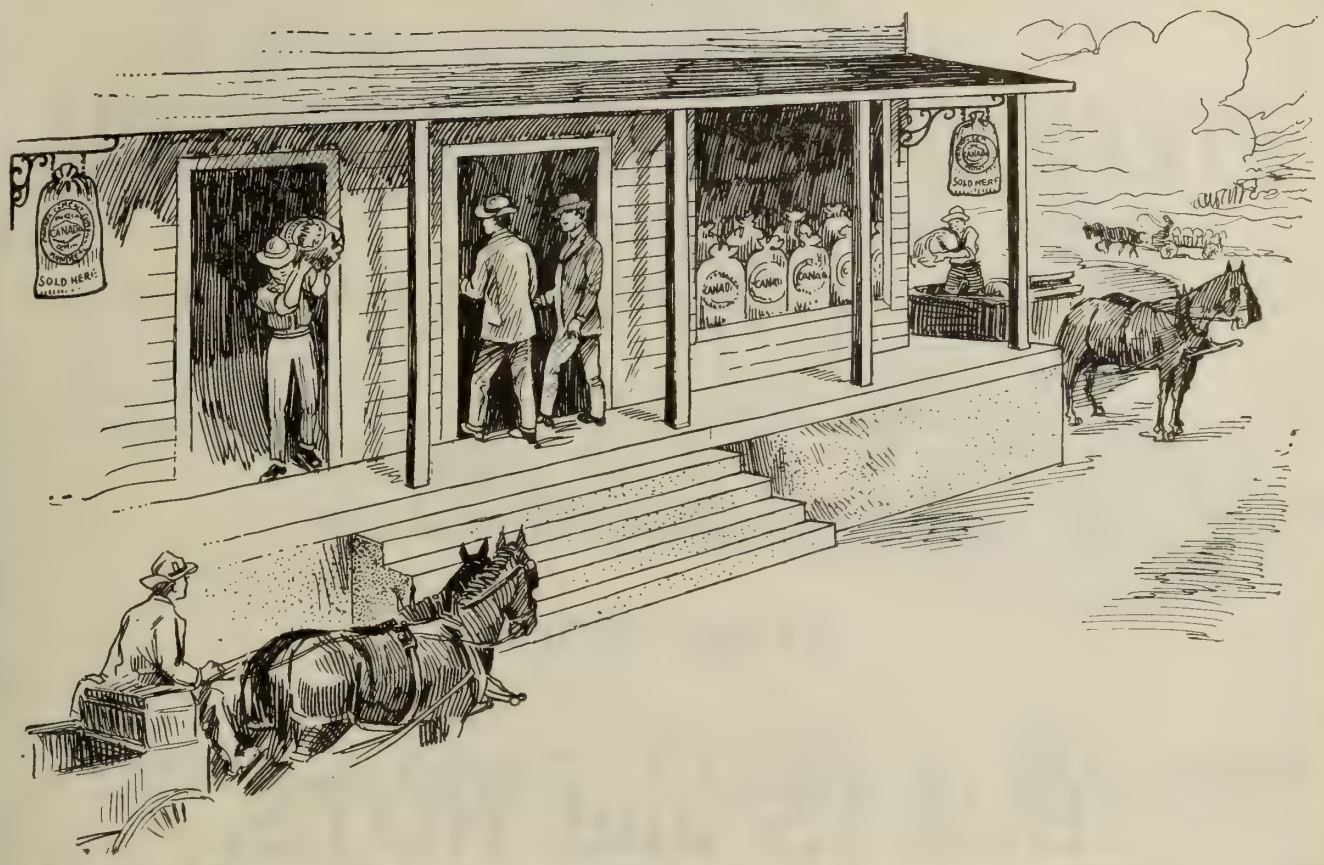
INDEPENDENT CORDAGE CO., Limited

The Mark of Leadership

CANADIAN SALES AGENTS

55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg and Vancouver.



Are You Getting Prize Contest Trade?

Live dealers all over Canada are doubling and trebling their cement sales by encouraging the farmers of their acquaintance to enter our big

1912 Farmers' Prize Contest

in which 108 cash prizes (12 in each province) will be awarded. The contest is so arranged that farmers who use small quantities of cement may win as much as those who use more. This makes it easy for you to use the contest to persuade farmers who have never used cement to give it a trial. Every trial of Canada Cement will give you another satisfied customer, whose purchase of cement will get larger every year.

Our advertising in farm journals and weekly newspapers, for which we spend thousands of dollars a week, has created a tremendous demand for Canada Cement. Our free paper for farmers, "Farm Improvements," is constantly suggesting new ways to use cement. Our Free Information Department is helping the farmers to use Canada Cement intelligently and profitably.

All this means more demand for Canada Cement and more profits for dealers handling it.

Are you one of them?

If not, it will pay you to get in touch with our nearest sales office **at once.** Every day's delay shortens the season of biggest sales.

CANADA CEMENT COMPANY, LIMITED

Information Department, Herald Building, Montreal

Sales Offices at

MONTREAL **TORONTO** **WINNIPEG** **CALGARY**

THE
STEEL COMPANY OF CANADA
LIMITED

Our Mills
Can Ship Immediately
From Stock

BOLTS and NUTS,
PRESSED SPIKES, STOVE
BOLTS, STOVE RODS,
TACKS, HAY BALING
WIRE

DISTRICT SALES OFFICES:
HAMILTON, TORONTO, MONTREAL, WINNIPEG

W. A. MacLennan, Vancouver, B.C.
J. B. H. Rickaby, Victoria, B.C.
H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, Halifax, N.S.



The Letter Order House

When ordering supplies there is no doubt about the advantage to the retail merchant of a dependable Letter Order Service, and we want all our readers to know that our Letter Order Department is able to give a service second to none and one that will be found satisfactorily efficient.

Send Us Your Orders.

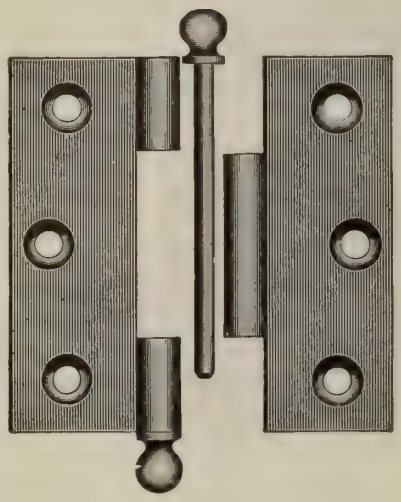
H. S. Howland, Sons & Co., Limited

Wholesale Hardware

WE SHIP PROMPTLY — **TORONTO** — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

Crescent Brand HARDWARE



Butt Hinges Strap Hinges Tee Hinges

Barn Door Hangers Parlor Door Hangers

Trolley Hangers Hinged Hasps Shelf Brackets

Wrought Staples Rollston Pulleys

Gate Hooks Wagon Hardware Etc. Etc. Etc.

Steel Sheets Bands Bars

Rods Wire

CANADA STEEL GOODS CO., Limited

HAMILTON - - - CANADA



Here is YOUR Chance

to make your range department more profitable and more satisfactory.

"Happy Thought" Ranges

are known from one side of the continent to the other and recommended by every housewife who ever used them.

The **"HAPPY THOUGHT"** works equally well with coal or wood and gives a longer and more reliable service than any other.

This is not a claim, but a fact, and we can prove it.

Get a **"HAPPY THOUGHT"** Catalog at once. Each sale brings a good profit.

The William Buck Stove Co., Limited

Calgary Saskatoon Vancouver Brantford Montreal Winnipeg

EDGE TOOLS

AXES, HAMMERS, PICKS,

MATTOCKS, LUMBERING TOOLS, ETC.,

of the Highest Quality



MATTOCK

Write For

CATALOG

It contains cuts of our complete line. We have spent much time in producing it so as to give the trade a fair impression as to the attractiveness of our manufacture.

ALLAN HILLS' GOODS PAY AN ATTRACTIVE PROFIT

Our Guarantee

We guarantee to replace free of any charge any tools that prove defective in material or workmanship.



CLAY PICK

Allan Hills Edge Tool Co., Limited,

Galt, Ontario, Canada



HEAVY T HINGES

THIS HINGE IS MADE ENTIRELY OF STEEL AND FULLY GUARANTEED BY US.

WE ARE MANUFACTURERS OF QUALITY GOODS AND IT WILL PAY YOU TO INVESTIGATE, FOR BY BUYING FROM US YOU GET THE BEST QUALITY AND FINISH AT THE LOWEST PRICE.

Drop us a post card and we will send you our complete catalog with discounts.

THE MONTREAL HARDWARE MFG. CO., Limited

MONTREAL : : : : CANADA

Armstrong Ratchets

The Best and Most Complete Line Made

Made entirely from Drop Forgings and Bar Steel.
Hardened all over—Outwear Two of the Soft Kind.



SHORT RATCHET
For Morse Taper.

Each Ratchet is packed in a Cardboard Box.

UNIVERSAL RATCHET



OUR NEW LINE



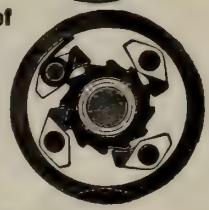
"STANDARD" REVERSIBLE RATCHETS

DEALERS!

Do you want the Best Made, Best Packed and Best Advertised Ratchets?

Two inches of motion at end of handle, IN ANY DIRECTION, will drive the Drill.

Patented Nov. 8, 1898, Sept. 29, 1900.

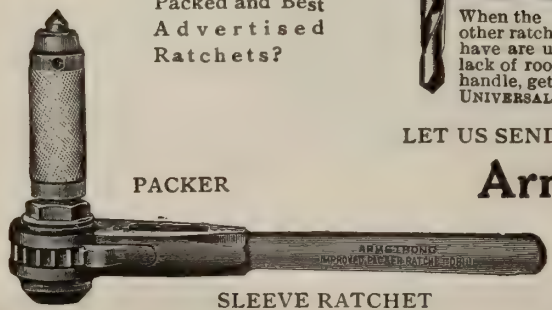


When the other ratchets you have are useless for lack of room to move the handle, get an "ARMSTRONG UNIVERSAL" and it will do the job.

"Hard-to-Please" USERS prefer ARMSTRONG RATCHETS

They stand the racket.

LET US SEND YOU A CATALOG



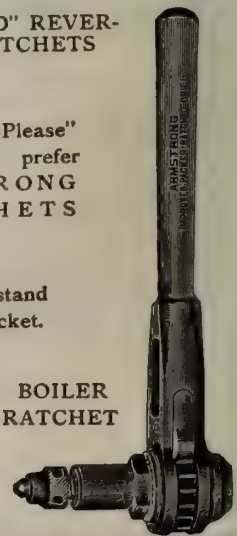
PACKER

SLEEVE RATCHET

Armstrong Bros. Tool Co.

"The Tool Holder People."

306 N. Francisco Avenue, Chicago
U. S. A.



BOILER RATCHET



Deming
"Domestic"
Kitchen
Pump
FIG. 102

Water Can't Splash Out of the Top

on account of the large water chamber and closed top. This chamber is large enough to accommodate all the excess water, no matter how rapidly the pump handle is operated.

Lever is adjustable; new style spout prevents water from dripping back on pump stand.

Deming Hand and Power Pumps

Are made in an infinite variety of styles and sizes, and for all uses, from complete water supply power systems to pitcher spout pumps, nozzles, etc. Write us, if you handle pumps.

THE DEMING COMPANY, 110 Broadway, Salem, Ohio

Hand and Power Pumps for All Uses

GENERAL DISTRIBUTING HOUSES:

Henion & Hubbell, Chicago — Ralph B. Carter Co., New York

Harris Pump & Supply Co., Pittsburgh

OTHER HOUSES IN ALL PRINCIPAL CITIES





A NEW VALVE

JENKINS BROS.'

GUN METAL AND IRON BODY

GATE VALVES

"TYPE K"

Special Features:

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure

UNRIVALLED IN DESIGN AND WORKMANSHIP

Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with TRADE MARK like cut.

Stocked by Machinery, Hardware and Supply Dealers throughout the World.

Catalogue and Full Particulars Cheerfully Furnished on Application.

JENKINS BROS., Limited

Head Office and Works:
103 St. Remi St., Montreal, Canada

And at
95 Queen Victoria St., London, E.C.

NOW—There's good business in this!



Cut Shows Roaster Open.

McClary's
"PERFECTION" ROASTER

Will be wanted by every customer of yours—when you show them its wonderful advantages.

Prevents loss of meat by shrinkage. Cooks all kinds of meats perfectly. Retains all the natural juices in the meat.

Food cooked in the Perfection is more nourishing and strengthening.

NO BASTING. NO GREASY SPLUTTER ALL OVER THE OVEN. NO BURNT FOOD.

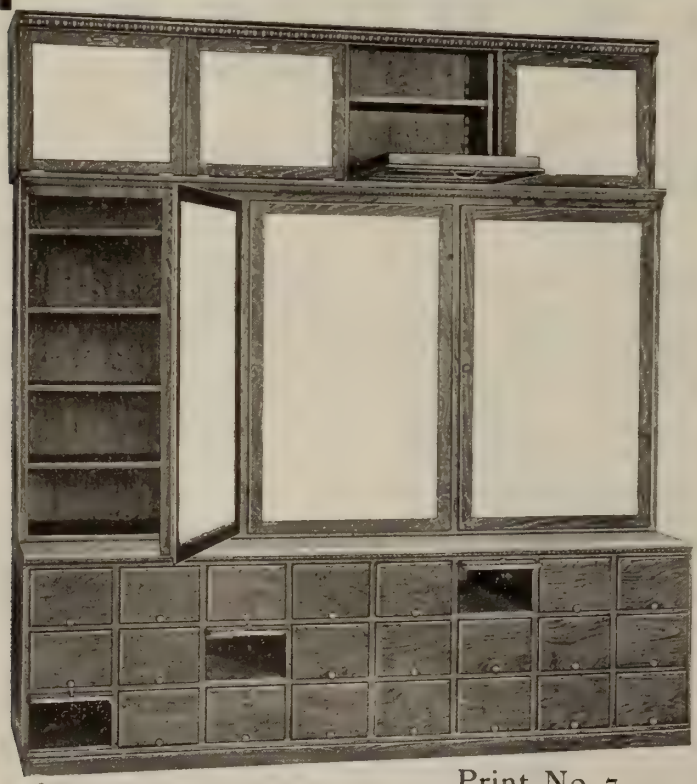
ORDER NOW—We will send you some beautiful and effective window display cards got up in colors.

McClary on goods is a QUALITY name.

McClary's

McClary's Ship Quick.

Have The Best Looking Hardware Store in Your Locality!



Print No. 7

The dealer who makes this his aim invariably gets the most patronage.

Many dealers have already attributed their success to an attractive store.

Berlin Hardware Display Cabinets

are artistically designed, well finished, and enable the dealer to keep system, and thereby serve his customers quickly.

No dust can get at goods because they are displayed behind glass doors or display front departments.

Print No. 7 illustrates another section of a large case.

Clip prints from all our ads. for reference in designing a case to meet your particular requirements. Then write us for specifications.

Write for circulars on any line of **store fixtures** or special lines in which interested.

The Walker Bin & Store Fixture Co.

Manufacturers and Designers of Modern Store Fixtures

LIMITED

BERLIN, ONTARIO

A GOOD INVESTMENT



McClary's "SASK-ALTA" STEEL RANGE

The Housewife is quick to see its advantages.

That's why the SASK-ALTA is the best seller on the market.

Their Quality Sells Them.

A Few of the Leading Features:

McCLARY'S SEMI-STEEL GRATES and LININGS. PATENT DUPLEX GRATES, that get the best out of the coal—Real Fuel Savers. The **BURNISHED TOP**—smooth as glass—needs no blacking—saves dirt and work. The **PATENT BROILER DOOR**—toasting and broiling done without stooping. The **NICKELED OVEN** gives even heat in all parts of the oven—bakes evenly. The **DIRECT DRAFT DAMPER** gives perfect control.

GET THE SASK-ALTA ON YOUR FLOOR. IT WILL CONVINCE CUSTOMERS

McCLARY ON GOODS IS A QUALITY NAME

McClary's

McCLARY'S SHIP QUICK

Toronto Montreal London Vancouver St. John, N.B. Hamilton Winnipeg Calgary Saskatoon

Open Grates and Fire Place Fittings

We offer a choice assortment of these goods, of which the illustrations on this page are samples.

Everything to fit out the Open Fire Place, including



Open Grates, Andirons, Roller Baskets, Dampers, Ash Dumps.

The designs are most attractive, being in line with modern ideas of interior decoration and in finish equal to the very best made.





ASK FOR ILLUSTRATIONS AND PRICES.

ENTERPRISE FOUNDRY CO., SACKVILLE, N.B.

WESTERN DISTRIBUTING AGENCIES:

Enterprise Hardware Co., Saskatoon.

Reynolds & Jackson, Calgary.

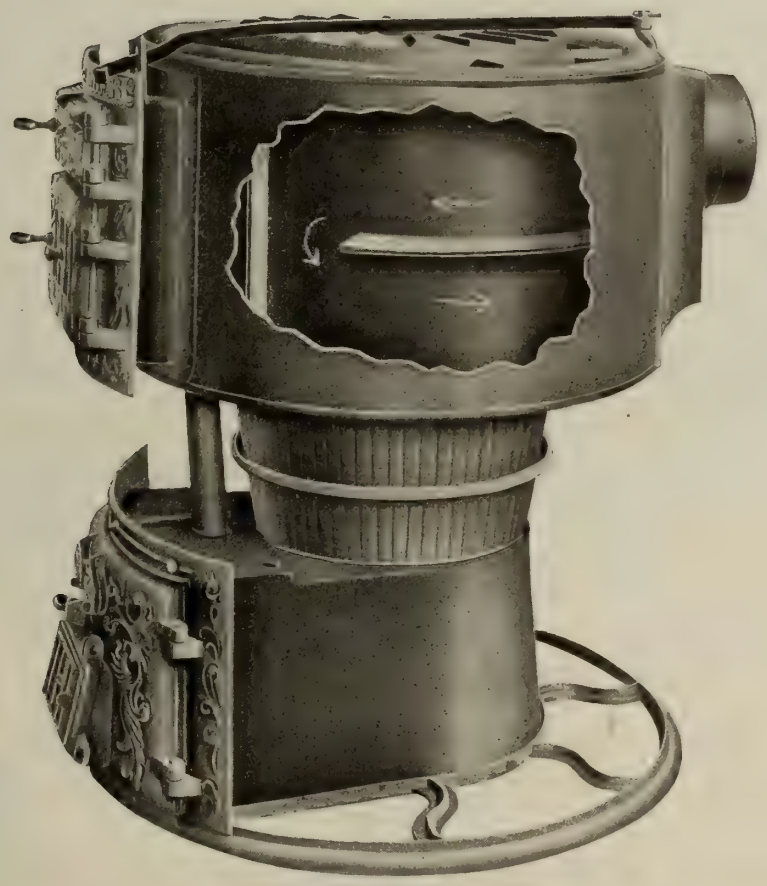
W. T. McArthur & Co., Vancouver.

Whitlock & Marlat, Moose Jaw.

YOUR FURNACE PROFITS

will rapidly increase if you make a specialty of

The Pilot Success Furnace



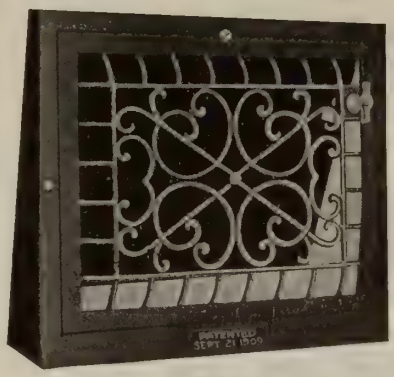
It has an extra long fire travel which completely absorbs all heat —none goes to waste up the chimney, as is a common occurrence with most furnaces.

Constructed of only the highest grade materials and is nicely finished.
It is certain to attract prospective buyers.

Let us send you full particulars at once.

The Hall Zryd Foundry Co., Ltd.

HESPELER, ONTARIO



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

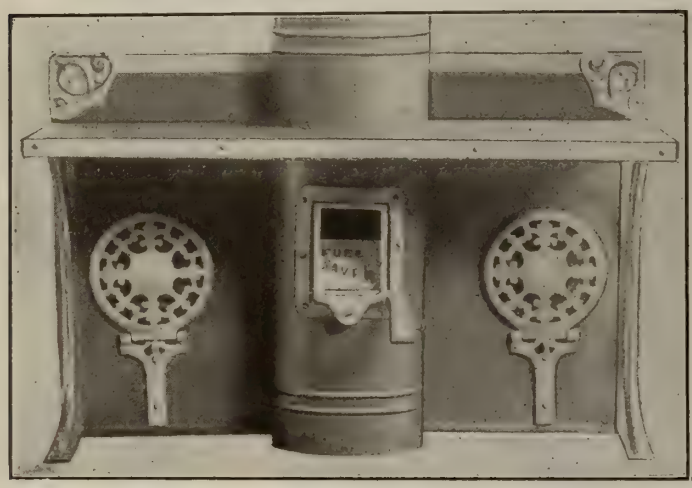
Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario



The Barker Fuel Saver

Is Another Important Feature Of Our Ranges

We have recently added this new attachment to our ranges. It has been thoroughly tested and proved to be a valuable addition. With it the housewife can save from 15 to 25 per cent. of the fuel, by keeping the fire under perfect control. This is a very strong selling point and a feature that the trade is quick to recognize.

Write for descriptive catalog on our High Grade Ranges. You'll be interested.

D. J. BARKER & COMPANY - Picton, Ontario

ALL YOUR CUSTOMERS WILL WANT THIS



Here Is What Has Been Needed to Make Perfect the Equipment of Fireless Cookers

"IDEAL" TRIPLICATE PAILS OF PURE ALUMINUM

For cooking several things at one time in one compartment of a Fireless Cooker.

Freight Prepaid on First Order for one Dozen or More Sets

BIG DEMAND FOR THIS ARTICLE

TRIPLICATE PAILS OF ALUMINUM is what has been lacking to make the equipment of Fireless Cookers perfect. As always we lead with the latest and best cooking devices—things the people want. These pails are made from heavy sheets of PURE ALUMINUM, seamless and have self-locking covers. Each pail has capacity for two quarts. Three together 9½ inches in diameter. Same diameter as 8-qt. kettle.



Not only the IDEAL equipment for a Fireless Cooker (any make) but also splendid for cooking several things at one time over one burner of a GAS or OIL STOVE.

Prices: Retail $3.00 per set

Dealers $24.00 per Dozen Sets.

Made Exclusively by

THE TOLEDO COOKER CO., 1319 W. Bancroft St., TOLEDO, OHIO

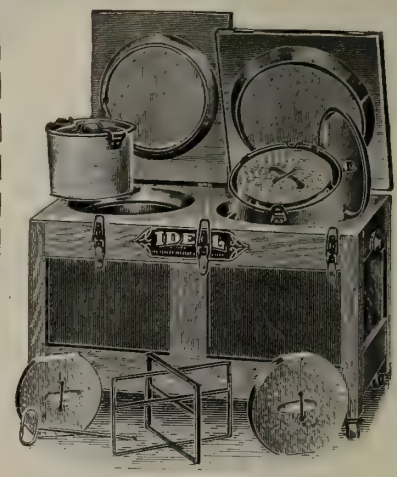
LARGEST MANUFACTURERS OF COOKERS IN THE WORLD

SPECIAL OFFER COUPON FOR TRIPLICATE PAILS

TOLEDO COOKER CO., Toledo, Ohio:
I understand as a Special Introductory Offer to dealers on your Triplicate Pails of Pure Aluminum, you will PREPAY freight on first order for one dozen or more sets.

Send me .....doz. Sets
..... doz. "Lifters"
Name .....
Address .....

TERMS: 30 days, net; 2% cash, 10 days.



"IDEAL" Fireless Cook Stove

The Cooker with the "Water Seal" top. Pure aluminum lining, vulcanized solid oak outer casting.

Finest built, Best Cooking, Handsomest Cooker on the Market.

Send for our catalogues and prices on Steam and Fireless Cookers. Write to-day.

Jewel Stoves and Ranges



1912

ROYAL JEWEL

"The Range of Quality"

Superior design and elegant finish, time-saving, labor-saving and money-saving features unite to make the **ROYAL JEWEL** the most beautiful, the most up-to-date, and most perfect steel range on the market to-day.

The **ROYAL JEWEL** comes to you a **finished product,** the result of 50 years' experience in the manufacture of Stoves and Ranges.

You should know more about the **ROYAL JEWEL.** Write us. We'll send you a whole lot of interesting information.

Style RF

Make the ROYAL JEWEL your leader and you are sure of the best stove trade in your locality

Ask us to explain our new systematic, direct-to-consumer advertising and its relation to your sales.

Tighten your grasp on the stove business — handle the Jewel line.

JEWEL TRADE MARK

Our "Social Jewel" is a new, low-priced, cast-iron range that should command your attention. It has splendid working qualities. It is a thoroughly reliable range, handsome in appearance, with loose nickel trimmings. Ask about it—the Price is Right.

The Burrow, Stewart & Milne Co., Limited

ESTABLISHED 1864

HEAD OFFICE AND WORKS—HAMILTON, ONT.

OFFICES AND WAREROOMS AT TORONTO, MONTREAL AND WINNIPEG

Western customers please address all communications to 130 James Ave., Winnipeg

For Quick and Satisfactory Sales Try

"EMPIRE"

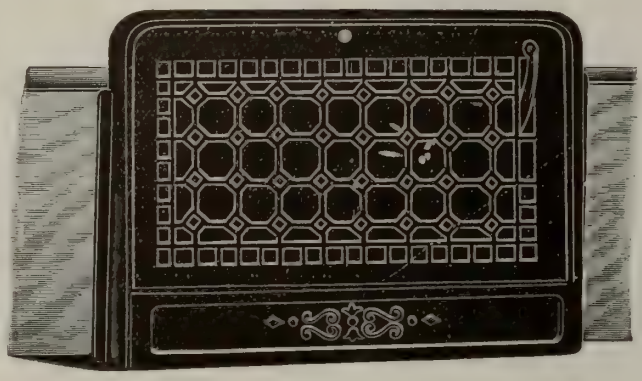
HOT AIR REGISTERS

These are two popular and very neat designs that are sure to attract those who are interested.

The "Empire Special" Register meets the demand for a register with a large opening. Has all the qualities that are required to assure the complete satisfaction of the user.



EMPIRE SPECIAL
New design, made in full sizes from 7 x 10 to 12 x 15



MOORISH DESIGN CAST REGISTER
Made in full sizes from 7 x 10 to 12 x 15

Made in Japanned, nickel-plated and oxidized

Write us to-day for full particulars, catalogue and discounts.

Other dealers are making good profits by handling this line—you can do the same. We guarantee to please you. *Do not Delay.*

THE

Canadian Heating & Ventilating Company, Limited

OWEN SOUND :: ONTARIO

Or The Canadian Heating and Ventilating Co. Branch: 521 Henry Avenue, Winnipeg, Man,

---

TAKE a birdseye view of the lighting question. Don't base your judgment on the question of any manufacturer's claim. Investigate thoroughly *each claim* made for *every* lighting proposition. Investigate ours and convince yourself the Angle Lamps will do all we claim for them and aside from the *interesting profits* involved, let us prove that one merchant in a territory, handling the Angle Lamps under our "Protected Distributor" proposition, is free from competition of any source and is able to give the people of his community the best lighting proposition in the world, and by best we mean from every standpoint—not only the reasonable first cost but the extremely reasonable "upkeep" cost—the labor-saving—*the freedom from danger.*

Angle Lamps are trusted to burn high or low in many stores without careful watching. Can you trust your present system to that extent? Would your insurance broker allow, without protest, any other system to be operated in that manner?

Over 3,500 first-class merchants guarantee every claim we make for the Angle Lamp.



All Styles, 1 to 8 Burners.

Angle Manufacturing Co.
244-246 West 23rd Street,
New York City



The Hardwareman

who is not handling our

"Metallic" Ceilings and Walls

is not making as much money as he might.



How about you?

There is nothing to touch "Metallic" for Kitchen Ceilings and Walls.

WRITE US FOR CATALOGUE AND PRICE-LIST.

THE METALLIC ROOFING CO. OF CANADA, Limited

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

C 91



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.
We manufacture all kinds of lumber tools. Light and Durable.

Send for Catalogue and Price List. **Long Distance Phone No. 87.**

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thos. Pink Company, Ltd., Manufacturers of Lumber Tools

PEMBROKE, ONT.



WIRE ROPE

for

Hauling Threshing Machines
and Moving Buildings

Hay Fork Ropes, etc.

We manufacture all kinds of
Wire Rope for all purposes.

Wire Rope Fittings
Wire Rope Grease

The B. GREENING WIRE CO., Ltd.

Hamilton, Ont. **Montreal, Que.**

Davidson's Cleveland Filter



DIMENSIONS—11x18

Enameled Royal Blue Outside with a Snowy White Interior

CAPACITY—12 QUARTS

Filters through a natural stone making it impossible for the typhoid germ to get below into the drinking water. They are easy to clean and keep sanitary as all that is necessary is to scrub off the sediment collected on the top of the stone and the filter is again in perfect condition and ready for good service. The top vessel of filter is furnished with a bail handle and the base has side handles and a nickel plated faucet. New stones can easily be refitted when needed.

The Thos. Davidson Manufacturing Company, Limited

MONTREAL WINNIPEG TORONTO

Preston Metal Garages

have met with such favor among automobile owners that they are becoming known all over the country. In order to handle inquiries coming in we want agents all over the country.

Every auto owner is a prospect. **Write to-day for full information in regard to the agency for your territory.**

MENTION HARDWARE AND METAL

THE METAL SHINGLE & SIDING Co. LTD

PRESTON ONT. — MONTREAL QUE.

You Can Sell These Machines NOW!

They're hot weather washers because they wash clothes thoroughly without any labor

They Run Themselves



In every house where running water is available there is a possible purchaser.



MADE BY

Cummer-Dowswell, Limited

HAMILTON, ONTARIO

Agents:
W. L. Haldimand & Son, MONTREAL
H. F. Moulden & Son, WINNIPEG



This display made with $50 worth

"WEAR-EVER" Aluminum Utensils

The "Wear-Ever" utensils shown above are staple sellers only — articles ordered most frequently by dealers.

As a suggestion for an opening order the 25 1-quart Lipped Sauce Pans are included. (List price 55c—special price 20c each—$5.00.) These are the Sauce Pans offered in magazine advertisements of "Wear-Ever" utensils and which are mailed to consumers for 30c.

Utensils of this $50 order may be changed and any utensils in catalogue may be added to meet the demands of your customers.

Ask for sample $50 model order.

THE "WEAR-EVER" MAGAZINE

You will not want to miss the first issue of The "Wear-Ever" Magazine, which will appear in September. Please do not fail to send your name and address. Fill in this coupon to-day and mail to



THE ALUMINUM COOKING UTENSIL CO.,
NEW KENSINGTON, PA.

Name .....

Street Address .....

City ..... Province .....

Firm .....

WEAR-EVER
N.A.
ALUMINUM
CO. LTD
TRADE MARK

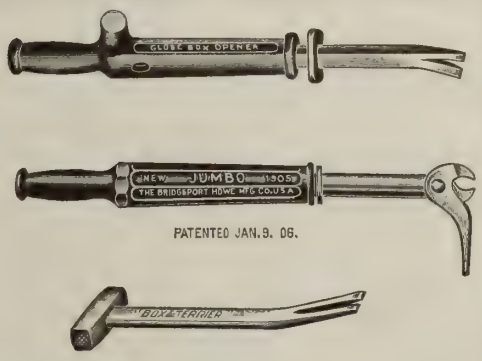
NORTHERN ALUMINUM CO., Ltd., Toronto, Ontario



WE MAKE THE MOST COMPLETE LINE OF OPENING TOOLS IN THE WORLD

TWENTY-THREE STYLES

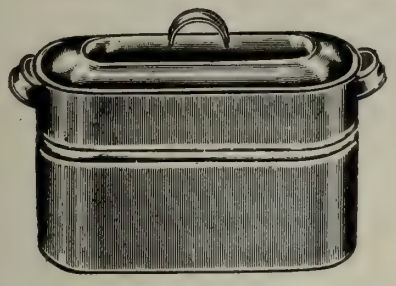
Send for colored supplement illustrating this fine line.



THE BRIDGEPORT HARDWARE MFG. CORP., BRIDGEPORT, CT., U.S.A.

CANADIAN REPRESENTATIVE—MR. PRESCOTT W. ROBINSON, 288 ST. PAUL ST., MONTREAL, QUE.

WASH BOILERS That Will Prove Rapid Sellers



These boilers are positively hand made from start to finish.

Each one has a heavy steel wire rod which assures strength and durability.

All seams are carefully soldered. We make all grades of Copper, Tin and Galvanized ware, each guaranteed to give the buyer his money's worth.

Write for catalog on all our lines—our prices will interest you.

SOREN BROS., Cor. King & Niagara Sts., Toronto

Success Lamps

Will Build Your Business



These big strong lamps are mighty salable right now. More than that, they're mighty profitable. They've been building business straight along for other Canadian merchants. And, believe us—

They'll Pay You.

The Pittsburgh Lamp, Brass & Glass Co.

Canadian Branch — PILABRASCO — 119 Wortley Road, London, Ont.

R. E. DAVIS, Special Representative

General Offices and Factories: PITTSBURGH, Pa., U.S.A.



MR. MERCHANT. If you could make your store more attractive, cheerful and inviting, with a pure white light of intense brilliancy, that would display your stock to better advantage and would suggest to your clerks to keep your stock neat and clean, wouldn't it pay you to investigate such a light.

The R-K Lighting System costs less than gas or electricity, is easy to operate, requires very little attention, and is permitted by all insurance companies. It is used by thousands of Canadian merchants, and can be installed anywhere, no matter where you live.

Have the best lighted store in town. Let us tell you how. Write to-day for Booklet "G." A postal brings it.

RICE KNIGHT Limited

TORONTO, ONT.

Hardware Dealers in every province excepting Alberta are requested to write for agency proposition. Five hundred live hardwaremen in Saskatchewan and Manitoba now sell the R-K System. We want more. Write our Regina branch to-day regarding an agency in Western provinces, or direct to Toronto for Eastern agencies.

LET US HELP YOU

Solve that

Lighting Problem

DOBBINS DAYLIGHT RODS

will give you entire satisfaction where other methods of lighting have failed.

Ask for samples

The Consolidated Plate Glass Co.

of Canada (Limited)

TORONTO

MONTREAL WINNIPEG

Probably 99% of your business

comes from the great middle class, so-called, and it is these people who do at least a large part of their own housework, and who read most of the millions of magazines and newspapers. ¶As in other things, the general demand in cleaning devices is for one which is moderate in price, yet efficient in operation and easy to use.

BISSELL'S

"Cyco" BALL BEARING

Carpet Sweeper

is the only carpet sweeping machine meeting all these requirements. It weighs but five or six pounds, requires no effort to operate, makes no noise, and readily picks up such miscellaneous litter as ravelings, hair, scraps of paper and cloth, matches, etc. that other cleaners cannot gather—it sells at a popular price and has been so extensively advertised that a woman wanting a carpet sweeper calls for a "Bissell." ¶Bissell sweepers are sold at fixed retail prices that assure a definite profit.

Bissell Carpet Sweeper Co.

(Largest Exclusive Carpet Sweeper Manufacturers in the World.)

Grand Rapids, Mich.

Branches—NEW YORK (Eastern Branch, Salesroom and Export Dept.) 25 Warren St.
NIAGARA FALLS, ONT. (Factory). LONDON. PARIS.

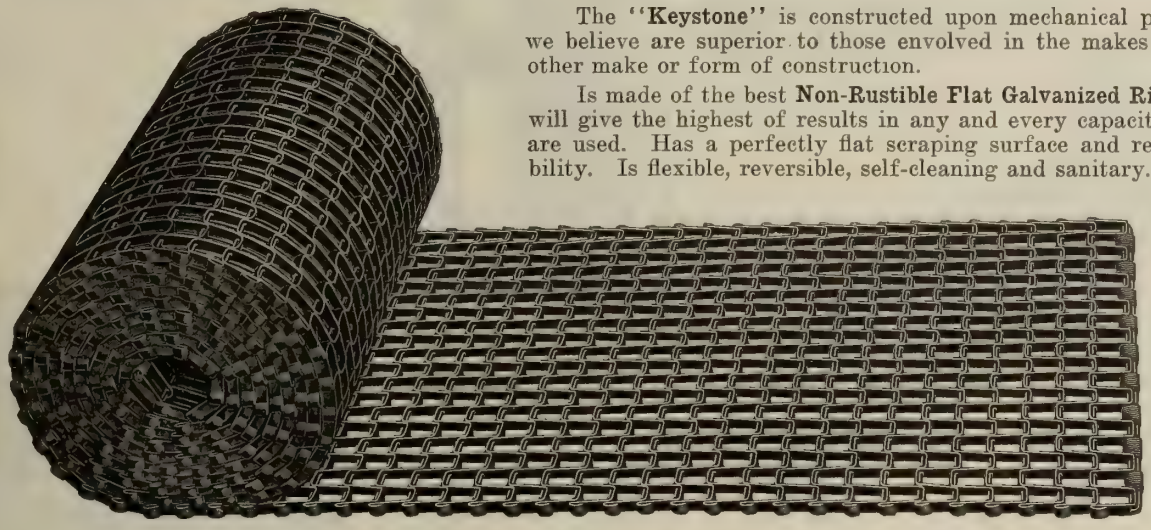
Knowledge Is Power

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

TECHNICAL BOOKS, 143-149 University Ave., TORONTO

"Keystone" Flexible Steel Matting

A MAT WITHOUT A FLAW — A SPLENDID MAT TO PUSH THIS WINTER



The "**Keystone**" is constructed upon mechanical principles which we believe are superior to those envolved in the makes of any mat of other make or form of construction.

Is made of the best **Non-Rustible Flat Galvanized Ribbon Steel**, and will give the highest of results in any and every capacity wherein mats are used. Has a perfectly flat scraping surface and remarkable durability. Is flexible, reversible, self-cleaning and sanitary.

The mesh or body of Keystone is of continuous crimp from end to end, no short sections entering into its construction.

Made in any size or shape. Try "Keystone" for **quick sales and good profits.**

Kuhne-Anderton Mfg. Co.

SOLE MANUFACTURERS OF:
Keystone Flexible Steel Mats, Ideal Wire Door Mats, (Rigid)
Simplex Flexible Wood Matting

PORT HOPE, ONTARIO
CANADA

The A. & J. Compound Potato Masher

Two Mashers In One

Simple, Sanitary, Durable. Operates the same as any other masher, but twice as effective. **Saves** half the **labor.** Mashes Potatoes, Fruit or Vegetables to a finer and more fluffy grain than will any other masher, and is easy to operate, as it is **mechanical.**

Built for long wear

Hardwood handle highly polished, best fibre finish. Steel ferrule, nickel plated. Masher parts heavy wire tinned.

Write for samples and prices. You'll find it very profitable.

-::-



Collette Mfg. Co.

Collingwood, Ont.

THE CORONA ROASTER

is a splendid YEAR ROUND SELLER



JUST WHAT EVERY HOUSEWIFE NEEDS

The hard, glossy enamel is as easily kept clean as a dinner plate—no seams or creases. The double jacket is made all of the single piece of steel. Stock a few of these roasters—display them in your window and see how quickly you will sell them. Our card guaranteeing it to the purchaser goes with every roaster. We help sell them by supplying you with advertising matter.

Stock a trial order at once.

THE ENTERPRISE ENAMEL CO., Bellaire, Ohio

SPECIAL MILLED PRODUCTS



Radius Rod Stud Milled From a Solid Bar of Steel

NAMCO products cover the whole field in duplicate parts — any shape or dimension the customer may specify, in iron, steel or brass.

We offer the best service and quality of milled parts in Canada. The utmost care and precision is used in filling all orders.

Plain or Castellated Milled Nuts, Cap and Set Screws with "V" or U.S.S. threads are carried in stock. A complete assortment of all the popular sizes may be had immediately.

A "Standard" Products booklet will be sent you if you are interested in Screws or Nuts. Or ask for the "Special" Products booklet, showing over 200 jobs made up to specifications.

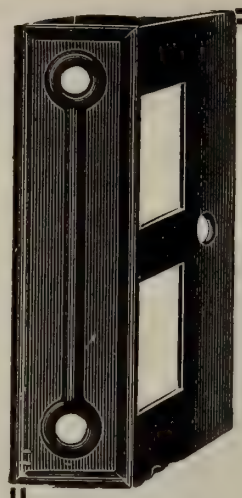
THE NATIONAL-ACME MFG. CO.

Screws, Nuts, Bolts and Special Milled Products

MONTREAL

ST. HENRI AT G.T.R.

NATIONAL STEEL RIM LOCK

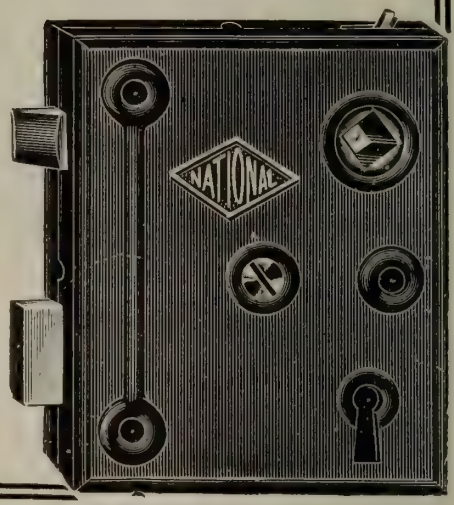


The *National* lock is *superior* to all others in simplicity of construction, strength, durability and quality of finish.

It will attract the *best hardware* buyers to your store. It will give perfect satisfaction.

The world needs a trouble saver—we have it. Let us convince you before you buy. Write for samples and prices.

National Hardware Co., Ltd.
ORILLIA, ONTARIO, CANADA



THE 4 CARDINAL VIRTUES OF THE FOX FLOOR SCRAPING MACHINE

1. Simple of Construction.
2. Easy to Operate.
3. Leaves a Perfect Finish.
4. Inexpensive.

Every Fox Scraper is guaranteed to do perfect work.

Manufactured by
FOX SUPPLY CO.
112 King Street
BROOKLYN, WIS.



THE FOX FLOOR SCRAPER IS SOLD BY:—

The E. Cavanagh Co., Ltd. Montreal	The James Walker Hardware Co., Ltd. Montreal
Durand Hardware Co. Montreal	Frothingham & Workman, Ltd. Montreal

Prompt deliveries will be made.
Write for Catalogue and Prices.

GURNEY-OXFORD

Toronto,
Sept. 6, 1912

To Every Canadian Stove Dealer:

Prospects never looked brighter for fall stove trade. We see this in our head office as the condition right from coast to coast, and in another fortnight, the trade papers will probably prophecy a stove shortage. Big business will come this year to the live stove dealer in every community.

When you sell a satisfactory stove you make regular customers of the family. This is why many stove dealers give such large floor space to stoves in the fall. It is vital to your business then, that you sell a complete line, an attractive line, and a line that is nationally advertised.

These things are all true of the GURNEY-OXFORD line; more than that, we offer the dealer co-operation of unusual business-pulling power. Remember, please, that we can send you the names of dealers who will vouch for the truth of all this.

If you do not find out about the GURNEY-OXFORD proposition now, you will be late for the business of 1912.

Should you be in London during the Fair, we will be represented there. Apart from ''talking shop'' we will glad be indeed to shake hands with you.

Yours faithfully,

GURNEY FOUNDRY CO., Limited

E. H. Gurney

Sales Manager.

DISSTON
Quality Tells

The mechanic using

DISSTON

SAWS, TOOLS and FILES

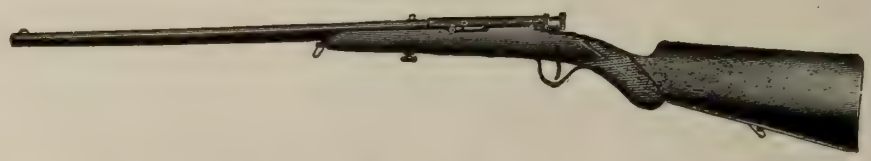
obtains those full and satisfying results which make him an earnest advocate of the DISSTON BRAND.

HENRY DISSTON & SONS
INCORPORATED
Keystone Saw, Tool, Steel & File Works
Established 1840 PHILADELPHIA, PA.

The Most Wonderful Little Weapon Made Is the

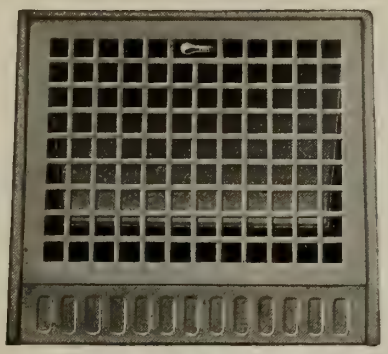
"Bayard" Semi-Automatic Rifle

MADE FOR .22 CAL. SHORT LONG SMOKELESS RIM FIRE CARTRIDGES



The Rifle herewith presented is provided with a breech mechanism that is entirely different from those hitherto used in rifles. Similar to self-loading pistols, the working of the breech mechanism is performed automatically, the pressure of the explosion gas being used to push the breech block backward and to eject the empty shell. After each shot, the breech remains open, and to cock the rifle again it is only necessary to drop a new cartridge into the breech opening and to release the breech block by pressing the button of the breech block catch. An easily worked safety permits the rifle to be locked when loaded, a device which will be welcome to all users of this arm. The extreme simplicity of the breech mechanism makes the dismounting, cleaning and inspecting of the different parts an easy task. Another feature found in this rifle is the interchangeability of the parts. All parts are made to gauge, and are so much alike that a part broken or worn out by rough usage can be replaced without employing the aid of a gunsmith. We are prepared to say, that there is no rifle in the market which can compare with this arm in so far as workmanship, accuracy of shooting, easiness of manipulation and cheapness are concerned. Order a sample from your jobber and demonstrate same to your customers. Easily sold where shown.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE HOUSES



STEEL BASEBOARD REGISTER
ALL STEEL
LIGHT SHIPPING WEIGHT

MR. FURNACE MAN

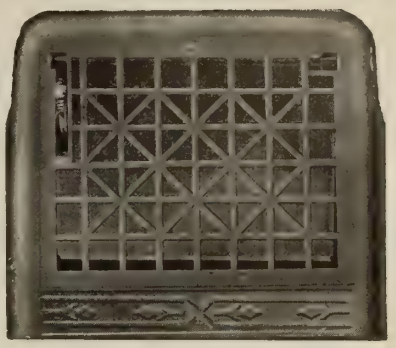
The only way to make money is by using

"The Ferrosteel Line"

of Registers

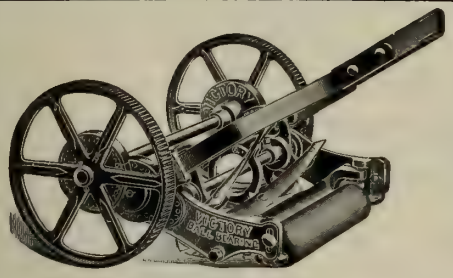
Our reputation is unequalled for highly finished goods—complete satisfaction guaranteed.

BASEBOARD and FLOOR REGISTERS
FACES and BORDERS
ALL SIZES—ALL FINISHES



TORONTO BASEBOARD REGISTER
CAST IRON
WRITE FOR CATALOG and PRICES

CANADIAN FERROSTEEL COMPANY, LIMITED, BRIDGEBURG, ONTARIO

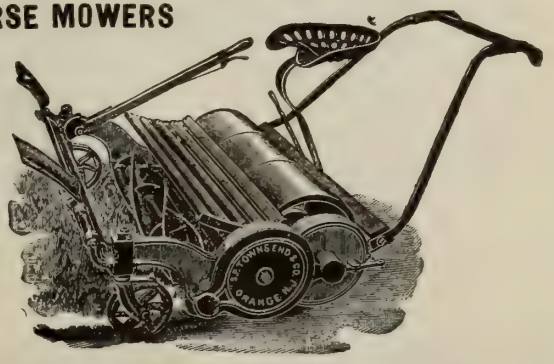


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

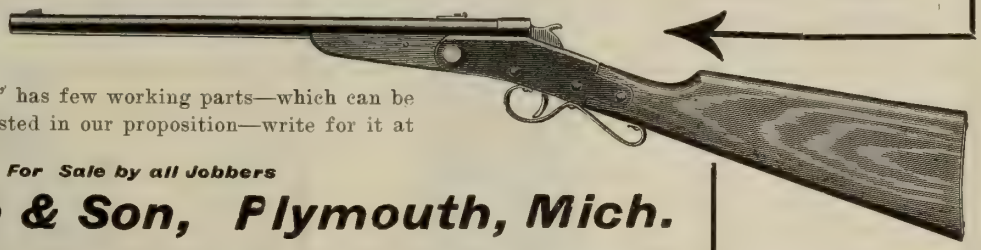
S. P. Townsend & Co.

ORANGE, N. J.

You Can Hit the Increased Prosperity Mark

By recommending and selling the **HAMILTON RIFLE**

The "**HAMILTON**" is beyond all doubt the best rifle for the price on the market. Its finish, construction and design make it a very attractive line to handle—a line that sells on sight and meets with complete approval wherever used. The "**HAMILTON**" has few working parts—which can be easily kept clean. You will be interested in our proposition—write for it at once.



For Sale by all Jobbers

C. J. Hamilton & Son, Plymouth, Mich.

CORRUGATED IRON

Ours is Absolutely Straight and Uniform.

EAVETROUGH, CONDUCTOR PIPE, SKYLIGHTS, ELBOWS, RIDGE ROLL, VALLEYS AND VENTILATORS

When in a Hurry Order From Us.

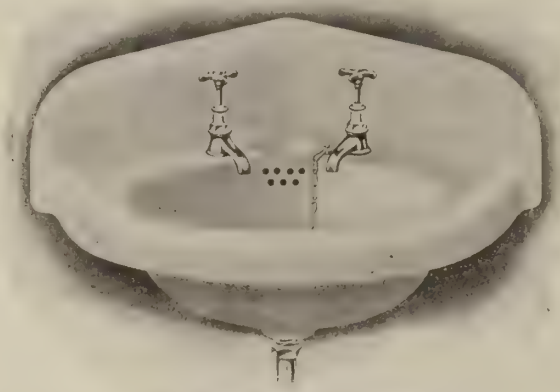
WHEELER & BAIN THE QUICK SHIPPERS TORONTO

Don't Overlook These Goods

If You Do Plumbing Work

They contain all the qualities essential to rapid sellers, pay a good, substantial profit, and are absolutely guaranteed to give complete satisfaction.

A trial will convince you that the quality and price are right.



No. 805—Corner Lavatory

Vitreous-China Lavatories

Made of strong vitreous chinaware, having a permanent, rich, glossy white surface, impervious to "crazing." The most perfect sanitary basin on the market. They are made for straight walls, also on china pedestal.

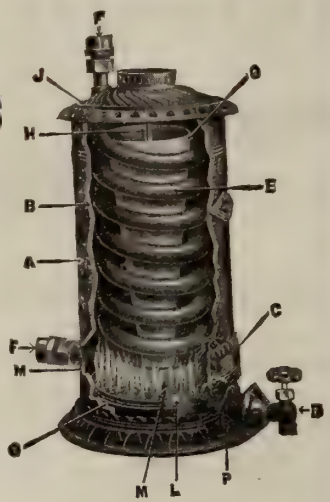
ILLUSTRATED HANGER ON REQUEST.

High Grade WATER HEATERS

Keep a few of these heaters in stock. Their operating cost is very little compared with that of other makes.

This talking point alone should effect many sales. When quality is considered there is not a better value on the market.

Write for full particulars to-day.

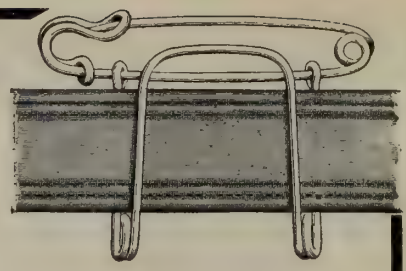


The James Morrison Brass Mfg. Co., Ltd.

Manufacturers and dealers in a complete line of Plumbing and Heating Supplies.

93-97 Adelaide Street West, - TORONTO

You Will Receive A Reward



There are many horses in your town which stand uncovered like the one shown below. The owners "mean right" by buying good blankets, but some how they most always come off.

There is a Remedy for this Trouble

"Surehold" Blanket Fasteners

are permanently pinned to the blanket—the hooks are slipped over the breeching or traces —there they stay till taken off.

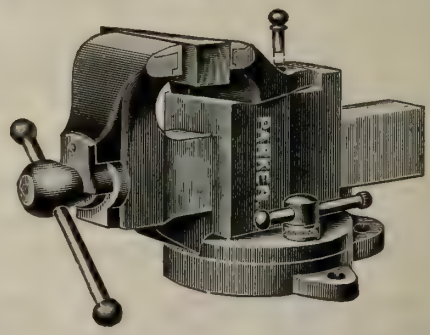
YOUR REWARD for selling these will be good profits and a large demand.

Write for samples and prices at once.



THEO. J. ELY MFG. CO.
25th and Ash Sts.
ERIE, Pa., U.S.A.

PARKER'S Swivel VICTOR VISES



Quick Working — Convenient

Mechanics should use this vise because it saves time and money.

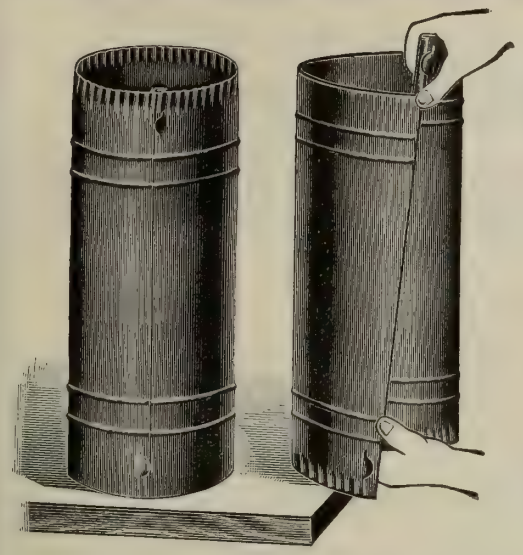
With it any piece of work can be instantly grasped by one motion of either the right or left hand.

The Solid Steel Strengthening Bar is a great feature that prevails in all our vises, also the **solid under portion of front jaw.** Quality guaranteed.

Get full particulars.

The Charles Parker Co.

MERIDEN, CONN., U.S.A.



ANYBODY WITH TWO HANDS
CAN SET UP

Wright's Perfect Scheip's Patent Stove Pipe

AS EASILY AS ORDINARY RIVETED PIPE.

It is cheaper to buy this pipe than to make your own.

It is packed 25 lengths in a crate, and well oiled to prevent rusting.

No Staples or Tools required.

Every length is guaranteed to fit perfectly.

Made in 6 in. and 7 in.

What Style of ELBOWS Do Your Customers Prefer?

We make two kinds—the Cooper Dustless and the O. H. Crimped—in 3 in. to 8 in.

Also send to us for all requirements in Stove Pipe Dampers, Tapers, Tees, Damper Lengths, Thimbles, Plugs, Flue Stoppers, etc.

E. T. WRIGHT & CO., HAMILTON, CANADA

(H. G. WRIGHT)

Agencies at Vancouver, Winnipeg and Toronto.

CANADIAN TUBE & IRON CO., LIMITED

Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR JOBBER FOR

TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

Also NIPPLES
Black and Galvanized
All Sizes.

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL,

Works: Lachine Canal

MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF."

Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B.C.

Books for the Metal Workers

Any of the following books sent prepaid on receipt of price

WRITE FOR CATALOGUE

THE NEW METAL WORKER PATTERN BOOK.

A treatise on pattern cutting as applied to all branches of sheet metal work. By George W. Kittredge. 430 pages; 774 illustrations; size 10 x 13 inches. Cloth bound. Price $5.00.

ART OF COPPERSMITHING.

A practical treatise on working sheet copper into all forms. By John Fuller, Sr. 327 pages; 474 engravings; size 10 x 6½ in. Cloth bound. Price $3.00.

SHEET METAL WORK.

A manual of practical self-instruction in the art of pattern drafting and construction work in light and heavy-gauge metal, including sky-lights and roofing, cornice work, etc. By Wm. Neubecker. 267 pages; 358 illustrations; 6½ x 9¾ inches. Half-Morocco binding. Price $3.00.

A PRACTICAL WORKSHOP COMPANION.

For tin, sheet iron and copper plate workers. By LeRoy J. Blinn. 296 pages; 170 figures. Size 5 x 7½ inches. Price $2.50.

SHEET METAL WORKERS' INSTRUCTION.

By Joseph H. Rose. 300 pages. Profusely illustrated. Price $2.00.

THE ROOFING, CORNICE & SKYLIGHT MANUAL.

175 pages; 170 illustrations and 13 plates; size, 6 x 9½ inches. Cloth bound. Price $1.50.

BAUGHMAN'S BUYER & SELLER COST TABLES.

A cost book for everybody having cost to figure by the piece, pound, foot or ton, from 2½c per hundred to $10 a hundred. Leather bound. Price $1.50.

TINSMITHS' HELPER & PATTERN BOOK.

With useful rules, diagrams and tables. By H. K. Vosburgh. A new revised edition; 120 pages; 53 figures; size 4½ x 6¾ inches. Clot hbound. Price $1.00.

TWENTIETH CENTURY SHEET METAL WORKER.

By H. E. Osborne. Gives short, concise explanations which should be easily understood by the young apprentice, and are sufficiently scientific for the practical use of the journeyman. 86 pages; size 5½ x 7¾; illustrated. Cloth bound; Price $1.00. Paper Cover; Price 60c.

PRACTICAL METAL PLATE WORK.

By Paul N. Hasluck. 247 illustrations; 160 pages. Price 75c.

TREATISE ON THE GEOMETRICAL DEVELOPMENT OF ROUND AND OVAL CONES.

With easy examples of their application. For the use of beginners and practical sheet-iron and tinplate workers. By John Fuller, Sr. 52 pages; 37 figures; size 4½ x 6¾ inches. Cloth bound. Price 75c.

MENSURATION FOR SHEET METAL WORKERS.

As applied in working ordinary problems in shop practice. By W. Neubecker. 51 pages; 70 figures; 5½ x 7¾ inches. Cloth bound. Price 50c.

TABLES GIVING THE LENGTH OF BARS FOR SKYLIGHTS, AND RAFTERS FOR ROOFS.

84 pages; bond paper; handy pocket size. Cloth bound. Price 50c.

METAL WORKER SHOP CARDS.

Made of Manilla Board, 11 x 14 inches; eyeletted for hanging up in the shop. Each, 25 cents; Per set, 60 cents. This set of useful cards now consists of three numbers, as follows: No. 1—Table of the quantity of tin required for roofs. No. 3—Table of the Diameters, Areas and Circumferences of Circles. No. 5—Table of the Capacity of Cylinders in United States Gallons.

EASY LESSONS IN ROOF MEASUREMENTS.

By W. Neubecker. Twelve lessons on figuring the amount of material required to cover a given surface in flat, hipped or irregular shaped roofs. 31 pages, 5½ x 8 inches; 12 illustrations. Paper cover. Price 25c.

HOUSE CHIMNEYS.

A series of articles on chimney troubles and their remedies. 62 pages; 5½ x 8 inches; 40 illustrations. Paper cover. Price 25c.

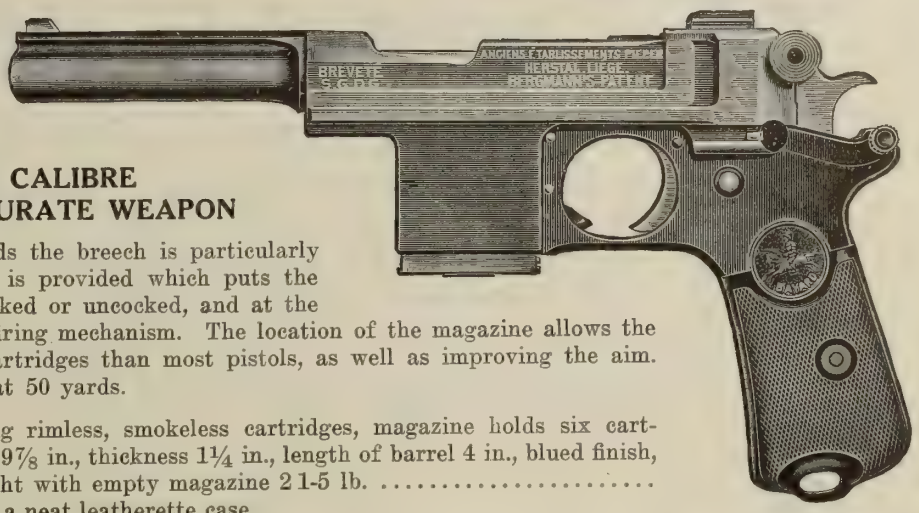
MACLEAN PUBLISHING COMPANY

TECHNICAL BOOK DEPARTMENT

143-149 University Avenue - - - TORONTO, ONT.

AUTOMATIC PISTOLS

FOR HUNTING



"BAYARD" .38 CALIBRE
A LONG RANGE ACCURATE WEAPON

The locking device which holds the breech is particularly strong and simple, a safety lever is provided which puts the hammer out of action whether cocked or uncocked, and at the same time locks all parts of the firing mechanism. The location of the magazine allows the use of larger and more powerful cartridges than most pistols, as well as improving the aim. Penetration—¼ inch sheet iron at 50 yards.

No. **390**—9 M-M or .38 calibre, using rimless, smokeless cartridges, magazine holds six cartridges, length of pistol 9⅞ in., thickness 1¼ in., length of barrel 4 in., blued finish, black rubber stocks, weight with empty magazine 2 1-5 lb. .....

One in a neat leatherette case



THE "SAVAGE"

No. **385**—.32 calibre, made of the very finest high pressure steel, rubber grip plates, 6½ inches long, weight 19 oz., 11 shots, blued finish. Compact, balances perfectly, natural grip, fitted with safety catch .....

One in a box.

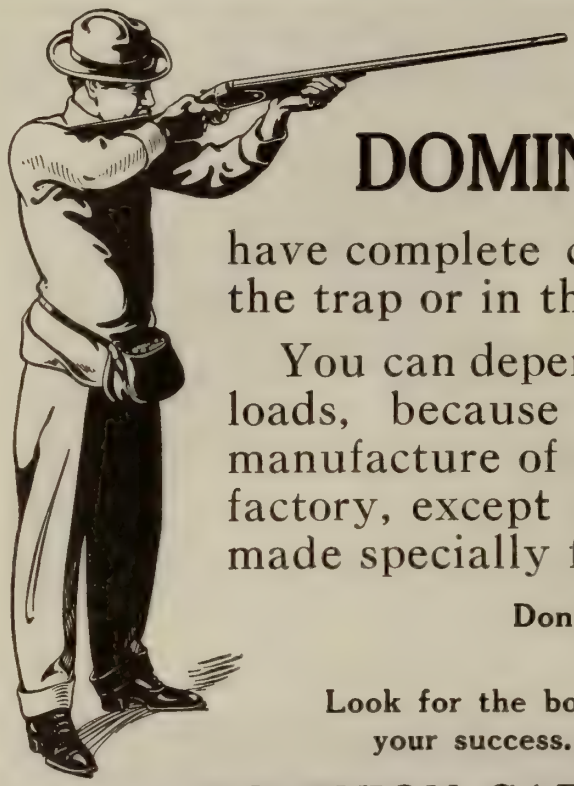


THE BROWNING

No.	252	322	382
Bore	.25 cal.	.32 cal.	.38 cal.
Length, in.	4½	6½	8
Length of barrel	2⅛	4	5
Weight, oz.	12¼	24	34

SEE CATALOGUE FOR FULL LINE

CAVERHILL, LEARMONT & CO.
MONTREAL



Shooters who use

DOMINION AMMUNITION

have complete confidence of the best results at the trap or in the field.

You can depend on the regularity of Dominion loads, because everything entering into the manufacture of Ammunition is made in our own factory, except the Smokeless Powder, which is made specially for us.

Don't forget to ask for Dominion Shells and Cartridges.

Look for the box bearing our Trade Mark, which insures your success. Every box is absolutely guaranteed.

DOMINION CARTRIDGE CO., Limited

MONTREAL - CANADA

The Green Powder In The Green Tin

ANTI-DUST

has become more and more popular and is used in a large number of the best homes.

Are **YOU** selling Anti-Dust? If not you are losing money, for **ANTI-DUST** gives you a big profit.



Floors clean, carpets bright, all disease germs killed. Home fresh and sweet. No dust while sweeping.

Our Big Sample Distribution Scheme Is Helping You

Ontario Agents: MacLAREN IMPERIAL CHEESE COMPANY, LIMITED

The Sapho Mfg. Co. Ltd., - - Montreal

The Counter and the Narrow Store

It Prevents Floor Space Being Secured to Show Such Lines as Stoves—General Movement to Replace the Counter, or to Remove it, leaving in its Place Valuable Floor Space—Store's Appearance is Generally Greatly Improved in This Way.

When in all parts of the country there are to be found thoughtful men who are adopting a new idea, it at once becomes apparent that there is something in that idea, and that those who have not given it much thought would do well to do so. At the present time there is noticed a movement tending toward the abolition of the counter. It is not so much that the counter is considered worthless—far from that—but that the counter seems to occupy room which otherwise might be devoted to better use. It is an age of the survival of the fittest, and where it is finally decided that the counter has not the earning power that has some other thing, then it is the back shop for the said counter.

Movement is General.

For some little time there has been evidenced a feeling that this old assistant to salesmanship has served its day. But with the months this opinion has gained strength. Now, in Ontario and the far West, in the Maritimes and in Quebec, in the large cities and the country places, dealers are determining to clear their floors. In some cases they are putting something on the floors again, but the old idea of fencing off both sides of the store, making an obstruction which has to be bridged for every transaction, is passing. Those who do not realize this had best take note, and those who do might well consider why others have black-balled the counter, and how they have gone about substituting a new state of affairs for one which has existed for years.

Display is Essential.

Different lines appeal especially to different merchants, and the space occupied by the old counters is therefore desired for special, and varied purposes. But the rule behind the abolition of the counter is hard and fast. It is merely the recognition of the value of display and of floor room. To show goods, today, is more important than having a place over which to take the money paid for them. Indeed if the goods are not shown there will be no necessity for a place on which to count out the money. The cash register will squeak with rust.

Griffin and Brennan, of Arnprior, have lately become convinced more and more that the counter has served its time—at least so far as their store is concerned. Their place of business is not large. Counters running down both sides left a space in the centre so narrow as to be practically useless for display. Floor room was needed, for refrigerators, for stoves, and for the odd lines which can so well be arranged on tables placed in the centre of the store. Counters seemed to be needed too, but the proprietors thought the question over seriously, and very shortly determined that the counter did not serve such a great need after all. "It seemed to us," said Mr. Griffin, "that those counters were merely used



Here is a Contrast—Dewar & Ryan, of Pembroke, are Replacing Their Counters with Silent Salesmen. The Change is Being Made Gradually. This Picture Shows Both Sides of the Front Store —The One Fitted With Silent Salesmen and the One Where Counters Are Yet Used. Which is Best?

for counting out change, and for storing goods under. For this they are useful in a way—very useful I should say in a store where wall room is scarce; but in the majority of stores, no matter how scarce wall room is, floor room is scarcer. It was so here. Moreover we thought we could secure the storing properties of the counters without their disadvantages. Silent salesmen, we believed, would enable us to keep goods, and at the same time would give us an opportunity of showing those goods.''

Ached Upon Conclusion.

A good many people seem to lack the power to carry a line of thought to a conclusion. Others, having come to the conclusion, fail to act upon it. These Arnprior merchants did not make either of these mistakes. They followed out their thought to the conclusion that counters, no matter how valuable, would not be as valuable to them as floor space which might be used for display. Then they acted upon this conclusion. Therefore adios the counter .

The accompanying illustration will give some idea of the result obtained. The store is far from being a wide one. All lines cannot be prominently shown, but at this season it was felt that stoves should be brought forcibly to the attention of all entering the establishment. In the days of the counters this was well nigh impossible. There simply was not the room. But the counters have been removed, and in the wide space left several models of the stoves carried are shown. There is room for customers to move in among these. They can examine them. The salesman can get about; has, in short, an opporunity to demonstrate the stove.

Doing Business in the Dark.

So much for that part of the store. Further forward, where the counter has also been removed, the space gained has been given over to silent salesmen. They have not been in place for any great length of time, but quite long enough to prove their worth.

What is a silent salesman but a counter?'' it may be asked. Why a silent salesman bears about the same relation to a counter, as does a store front with the blinds down, to a store with brightly lighted and well trimmed windows. It means doing a part of the business in the dark, and about the only business that prospers in the dark is a blind pig.

Nor is the only benefit derived from the abandonment of the counter, and the consequent better display, the sales which come by reason of having a wider range of goods well shown. Perhaps an even greater benefit is one which is hard to measure or even estimate. It is an indirect benefit—simply the benefit which comes from an improvement in the appearance of the store. People like to go to a bright and attractive place to do their business. There are a few Mrs. Gummidges, who seem to enjoy being sad, but the great majority of people are desirous of being happy. They like brightness and beauty. They like variety. In short they will like a store which is not only clean, but where articles carried are attractively shown. They may have little interest in the articles—but they enjoy seeing them all the same. Many a woman has paused for a considerable time examining a display of saws. Now the sawing they left to their husbands, but the brightness and attractiveness of the trim interested them. It made them more pleased with the store.

Means Dollars in Profit.

The general brightening effect—the general interest which it makes possible, is perhaps the great argument in favor of side-tracking the counter. The counter has been a good friend in the past. But with immediate things old friends are not always the best. The problem is one for every dealer to consider for himself. Can you or can you not, improve your store by saying good-bye to the counter. If you have replaced some counters with display contrivances, could you not well go still further, and remove a counter or two more? It is worth considering, for the answer right or wrong, will mean dollars gained or lost.



Part of Griffin & Brennan's Store, Arnprior—Had the Counter Not Been Removed There Would Have Been No Room for the Stoves.

BIG ANNUAL WASTE.

Washington.—Charles L. Parsons, of the Bureau of Mines says we waste annually:

A quarter of a billion tons of coal.

More natural gas than the total output of artificial gas companies.

Nearly 90 per cent of the energy of the coal that is mined.

More than 15,000,000 tons of coal through boiler scale in locomotives.

More than $40,000,000 of by-products in the making of coke by old-fashioned process.

In addition to losses in the mining and concentration of zinc ores, there are incalculable losses, which without question run into many millions of dollars and undoubtedly exceed the total value of the zinc mined, in slags and waste products from other sources.

Our waste of nitrogen is almost inconceivable and no calculation can give an idea what these losses mean.

The total amount of sulphur discharged in the air from smelters would make more than 9,000,000 tons of sulphuric acid.

WOULD NOT DO WITHOUT IT.

Editor Hardware and Metal,—I have found Hardware and Metal a very useful book, and I do not think I would be without it.

Wishing you every success in your business.

J. H. Hedley
Clarksburg, Ont.

Mr. Houlton, of Malvern, who is one of the largest retail Ironmongers in Worcestershire, sailed for home on the ''Virginia'' after having spent a month in Calgary and the Western cities. He, like all Englishmen, speaks most enthusiastically of the charms of the West.

The Importance of Cash Discounts

The Hardwareman Who Takes His 2 Per Cent. Finds That It Bulks Largely in His Profits for the Year—Tables to Demonstrate How It Works Out in the Course of Year's Business.

THE following address was delivered before the convention of the New York State Retail Dealers' Association, by W. W. Plumb:—

Those retail hardwaremen who are already discounting their bills will not be interested in this paper because you know the profits and benefits to be obtained.

If 2 per cent. were the only benefit to be obtained, it would not be so well worth our consideration. It is in the compound interest or premium for the use of our money that obtain the largest returns of 35 per cent. per annum. Most of the profit we make from the sale of goods is on those staple articles which we "turn over" many times each year. There is an old saying, "A nimble sixpence beats a slow shilling." Is not 2 per cent. a considerable part of the nimble sixpence? Profits in all lines of business have been decreasing for years, while expenses have been increasing. Merchants who would succeed must take advantage of every opportunity for profit and reduce expenses.

To fully illustrate the advantage of cash discount I have prepared some figures, showing the annual sales, purchases and expenses of a retail merchant. You can adjust these amounts to fit your own business, and obtain the results you ought to show.

This merchant has just purchased a $5,000 stock of hardware, for which he paid cash. The expectancy is that this stock will be sold 3½ times during the year. He should make an average profit of 30 per cent. on his sales. Per cent. of profit should always be computed on selling price and not on cost. His expenses will be 20 per cent. of sales, including a moderate salary for himself. His net profits will, therefore, be 10 per cent. of his sales. We may differ about these percentages, but they are what the average successful retailers are showing.

Table No. 1.

Stock	$5,000.00
Sales per month	1,450.00
Purchases	1,000.00
Expenses	300.00

The merchant is now ready for business and wishes to know how much money will be required to discount his bills.

Table No. 2 gives us the cash receipts he should expect.

Table No. 2 Gives Him

30% of sales made for cash—$450.00, balance $1,000.00 charge accounts.

60% of charge accounts collected in 30 days gives $600.00
30% of charge accounts collected in 60 days gives 300.00
10% of charge accounts collected in 90 days gives 100.00

By referring to table No. 1, we find cash disbursements each month will be $1,300.00 for merchandise and expenses. His cash receipts first month—$450.000, leaving $850.00 to be provided for. Second month his disbursements are $1,-300.00. His cash receipts, $1,050.00, and he must provide $250.00 more. Total deficiency for two months is $1,100.00. The third month purchases—$1,300.00, receipts $1,350.00, leaving balance on hand of $50.00. After the third month he will receive in cash the full amount of his average month sales, $1,450.00, and have a cash surplus of $150.00 each month.

We find his surplus 3rd month.	$ 50.00
And from 4th to 12th month inclusive, 9 months at $150...	1.350.00
Total surplus	$1,400.00
Less deficiency 1st and 2nd month	1,100.00
Cash on hand	$300.00
Add cash discount, 2% on $12,-000.000 purchased	240.00
Total cash in hand.....	540.00

We find he has a cash balance of $300 at end of year, after replacing deficiency of first two months. To simplify the figures we have not considered the $20.00 item of cash discount saved each month, but we will now add the $240.00 for 12 months, and find he has $540.00 cash on hand, and all debts paid. You will discover that his average investment for disbursements during year is $700.00, which has produced him a special profit of $240.00, or 35 per cent. on his money.

To complete the story we will show statement of his profit and loss account for the year:

Merchandise sales during year	$17,400.00
Merchandise inventory at end of year...	5,000.00
	$22,400.00
Less merchandise stock be-.....	
..ginning year ... .$	5,000.00
Purchased during year	12,000.00
	17,000.00
10% net profits from sales...$	1,800.00
Add 2% cash discount on $12,000.00 ... .$	240.00
Net results from year's business ... ...$	2,040.00
Gross profit, 30% on sales...$	5,400.00
Less expenses, 20%..	3,600.00

These figures demonstrate that cash discount is an important part of your profit that you cannot afford to lose. Statistics and figures are not interesting, but it is necessary that every merchant should make a study of them as they apply to his business. The figures used in the illustration are not mine, but are based on the experience of many successful merchants, and should be of value to you.

Many would like to discount bills, but are too heavily involved financially to attempt it. This is caused by undertaking too large a business with small capital and is seldom successful. It is like putting a large hat on a small head. The hat covers the eyes and ears so that one can neither see nor hear. It is necessary to have proper proportions of capital to amount of business done. Reduce your volume of business so your available capital will conduct it safely. This can often be accomplished without loss by refusing business that pays a small margin.

In the average business stock should be "turned over" at least three times per year. When this can be made four times or more per year on the same capital, profits increase accordingly. This necessitates buying often and in small quantities

This merchant's business calls for prompt collections, which reduces his loss from bad debts. By prompt collections you can discover whether your customer is good pay, and can stop before your bill becomes large. A merchant's book accounts should never exceed the amount of his credit sales for 60 days. "Short credits make long friends."

Expenses should be watched, but it is not wise to make them too small. Eighteen to twenty per cent. of sales is a reasonable amount when spent wisely. Economy is efficient expenditure.

Do you keep a proper set of books? Few merchants obtain from their ledger the information they might have by proper accounting. Your ledger should be the compass of your business and enable you to steer away from the rocks and shoals and into the harbor of suc-

Continued on page 52.

HARDWARE AND METAL

(ESTABLISHED 1888.)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES

Montreal - 701-702 Eastern Tp. Bk. Building. Phone Main 1255.
Toronto - - 143-149 University Avenue. Phone Main 7324.
Winnipeg - - 34 Royal Bank Building. Phone Garry 2313.
Vancouver, B.C. - - - H. Hodgson, 18 Hartney Chambers.
London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
New York R. B. Huestis, 115 Broadway, N.Y. Phone 2009 Rector
Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234.
France John F. Jones & Co., 31bis Faubourg Montmartre, Paris.

SUBSCRIPTION

Canada, $2; United States, $2.50; Great Britain and Colonies, 8s. 6d; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

CHANGES OF GREAT VALUE.

Some medical expert has given it as his opinion that the furniture in a home should be moved about; that the pictures should be taken down from time to time, and hung in a new place. Such transformations, he declares, keep those living in the house young. It prevents their getting in a rut. It changes their outlook, tending to keep them cheerful and progressive.

Probably the doctor is right. Certainly it would seem that a change is beneficial if it does not come too often "The tired business man" may be annoyed when he comes home from work to find his favorite chair moved; but in a few hours he will become accustomed to the alteration, and will be quite content. Moreover he will not be running the terrible risk of becoming "set in his ways." Fossils, you know, are only animals or plants which have become "set in their ways."

Change being desirable in the home, it must be evident that it is also needed in the store. There must be no painful sameness there. Variety is the thing. A change will attract attention. A change for the worse ,even, is almost better than no change at all.

There are dealers who make it a point to keep certain goods in certain positions. A good plan too, under certain conditions. But there should be something changed. Those displays themselves should change. Moreover, it is wise to have the general appearance of the store slightly altered from time to time. A new fixture will effect the desired change. Perhaps one class of goods may be relegated to the background for a while, its place being taken by another line. The movement means trouble. It requires energy on the part of the manager and his staff, but it will pay. It will prevent any deadness creeping in. It will maintain the interest of those on the outside and on the inside alike.

THE PANAMA CANAL AND HARDWAREMEN.

With all this talk of the United States' attitude to the Panama Canal, and their overlooking the treaty, and arranging to give a preference to United States ships carrying on a coast wise trade, there is yet nothing definitely decided. Nevertheless the matter is rightly attracting world wide interest. Especially should it attract the attention of Canadians, for Canadian ships and shippers, and Canadian business men generally will suffer if the discrimination becomes a fact.

Take a single instance as showing the hardship the preference for United States ships would make. Paint has been carried to British Columbia from Montreal at a cent a pound. It has been taken around the Horn for half a cent a pound, and therefore a good deal of paint to be sold in British Columbia has been shipped that way. Not this year, because the demand has been so urgent that the slower delivery could not be tolerated, but usually this long and cheaper boat transportation has been adopted.

Now it has been expected that the opening of the Panama Canal would not only make boat transportation to the Pacific Coast quicker, but that it would also reduce the freight rate to perhaps a third of a cent a pound. With the discrimination in favor of United States boats, however, there is little hope of getting such a rate.

Still the canal is not even finished. There is time for a reconsideration, but while the Canadian manufacturers and retailers need not yet worry, they are watching the proceedings carefully.

A HARDWARE SHELL GAME.

Two examples of business methods came to light in Montreal this week. They are as far apart as the poles, yet the motives which actuated each act were much the same. Both dealers had it in their mind to profit. Both felt sure they would profit; yet the one regarded the interests of his customer, while the other thought only of himself, practically robbing the man to whom he sold. One man was willing to sustain an immediate loss, because he felt he would thus gain a great future benefit; the other thought only of the picayune gain of the moment. The future was unheeded.

To one of these dealers a customer came, asking for a certain commodity. "I do not keep it," said the dealer. "I will not keep it, for I met with an accident through that article. I cannot recommend it to a customer.

In the particular instance the customer went away, having fully decided to get the article requested. Thus the dealer missed a sale, but he did what he thought was right; and he knew that by so doing he would gain the respect of the customer. This dealer states that he has refused to sell that particular article to many customers, and that while he has lost immediate sales by so doing, he has gained many more. He has inspired his customers with confidence. They now ask him his opinion on certain lines. When he gives it no discount is made. His word goes at par.

The other dealer, to whom reference has been made, has been carrying on a shell game. Not the ordinary shell game of the street fakir, but a modernized game based on the old principal. He uses revolver and rifle shells.

The scheme this man adopts is simple in the extreme. It is surprising, in this sophisticated age, how simple a game a crook may profit by. This man has been buying good rim-fire cartridges. Nothing could be better, only they were, as handled by him, the right thing in the wrong place. He sold these cartridges to men having rifles or revolvers adjusted for centre-fire, thereby, of course, rendering said cartridges useless.

A fine scheme this. The profits are large. Rim-fire cartridges are not as expensive as the centre-fire style—not by a good deal. And as this dealer sells them at the centre-fire cartridge price he secured not only the regular profit, but also a rake-off.

Undoubtedly the man made the financial gain he sought; but apparently he has never paused to consider what he is losing. To begin with, he is losing his self

respect, if that were not lost before. He is losing also the respect of his customers—not as serious a thing, but regarded as more serious by a certain class. The sharp work practiced is bound to be discovered. Even if those purchasing do not know that the deceit was deliberate—as it undoubtedly was—they will yet know that the cartridges sold them would not give service in their rifles. They will therefore buy their ammunition in a different place. The cartridge trade will be lost; so, naturally, will be all the other trade of these sportsmen.

HIGH PRICES THAT ARE HEALTHY.

It might as well be recognized that Canada is in for a period of high metals. Tin is up. Copper is up. Lead is up and going up still. Iron is up, and it is freely predicted that it will keep going up. Nor is the present movement altogether due to syndicates or other speculative interests. In this respect it is worth while quoting the opinion of a United States contemporary.

> "It is well for consumers to remember that there is a decided difference between the high tin prices of last year and the present. Last year's prices were caused by a cornered situation in London, which at one time put the price of spot tin over £40 over the price of three months tin. The present advance is not caused by any corner conditions, but is simply a buying movement backing the statistical position. It will be noticed that both spot and future deliveries continue to advance side by side. It is also interesting to note that the price of spot tin to-day is at the highest on record except for the June (1911) corner."

What is true of tin is also largely true of other metals. The strike troubles are not altogether responsible for high lead. More is needed than has been needed for some years.

Iron, too, is in demand. The call for pipe has been tremendous. Other products are being sought eagerly. To get the necessary pig is becoming more and more a problem. Naturally, then, iron and its products will rise.

The upward movement will give a further impetus to those who shout about the high cost of living. But it will not bring hard times. Quite the reverse. When high prices are largely caused by a heavy demand those high prices are healthy.

POINTED EDITORIALS.

Don't forget the September weddings.

* * *

This Panama Canal question is of real interest. The final outcome will mean a good deal to retailers in the far West.

* * *

Keep the store up to date. There is a sense in which nothing prospers like the appearance of prosperity.

* * *

Crop reports continue satisfactory. Now the question is not so much, "What will the harvest be?" but how will the harvest be taken to market?

* * *

Motor delivery trucks have been found valuable because of their advertising power. It is worth remembering that delivery vehicles are moving representatives of the store. Make them worthy of the store—bright and clean and generally attractive.

The Heavy Loss from Fire

From the always conservative underwriters' office comes an estimate of the loss resulting from serious fires during the first seven months of 1912. This, it is said, is $16,365,000—more than two millions in excess of the figures for the same period last year.

The announcement is sufficiently serious to demand more than passing attention from every good citizen and every good business man. That amount is really waste, and the question, of course, is how much of it is avoidable waste?

Figures, it has been said, never lie. On the other hand Mr. McLean of the Railway Commission, when he was professor at Toronto University, used to say that if asked to give the superlative degree of "lie," he would say "statistics." Of course he meant that figures are often twisted, or distorted, so that they convey a wrong impression, and undoubtedly this is so. The increase in fire losses in 1912 to date, over 1911 to the same date, does not necessarily mean that protective measures have been less efficient. There have been more buildings erected. Threfore the risks of fire have been greater. It is doubtful if the $2,000,000 extra loss, is more than proportionate to the additional risks due to the additional buildings.

Still a fire loss of $2,000,000 a month—which is what the figures of the underwriters show—is too much. The slang expression, "Money to Burn" is herein given actual meaning. Two million dollars burned is two million dollars thrown away.

A consideration of these figures, of course, causes the need of insuring to loom up large. This is as it should be. The hardwareman who does not keep his stock well insured is actually playing with fire. But these figures also show the need of greater precautions against fire—as well as precautions against the loss resulting from fire. Why all this waste of money anyway? Why the great losses in hardware stores, which the insurance authorities state are as large as losses in dry goods stores?

Often fires result from improper methods of storing oil, and carelessness in handling this. Often they are caused by defective heating system, or by defective wiring. Both troubles can be guarded against by an occasional inspection. A rubbish heap in the cellar, a match—how often have these two started a destructive blaze, which a little work with a broom would have prevented.

From time to time there are cases where people profit by reason of a fire, even if the cause has been honest. Old stock is often cleared out, which would otherwise have been hard to sell. But generally fire means loss, even though the value of the goods destroyed is covered by insurance, and even though the profits for the enforced period of inactivity are insured—a thing which is quite possible. Discontinuance of business gives the opposition a chance to cut into trade, that means great loss.

Reducing the number of fires would help all. It would, among other things, result in a reduction of the rates for protection against fires. A little expenditure for prevention, therefore, is money exceedingly well spent.

Ways of Estimating Furnace Work

The Furnaceman Should Have Definite Rules for Determining Proper Size of Furnace—Some Valuable Data and Rules to be Followed.

Alfred G. King writes in the Sheet Metal Shop as follows:

A table showing the sizes and exposures of the rooms to be warmed is first necessary, followed by one giving sizes of flues, registers and cellar pipes. With this information in hand, next comes the selection of the proper size of furnace, and by "proper" size we mean that size that will furnish the necessary heat at a reasonable expense for fuel.

Many manufacturers rate their furnaces on the basis of a certain number of cubic feet of air the different sizes are able to warm, such as 10,000, 12,000, 15,000, etc. The only safe method for the furnace man to follow, if he accepts the ratings given, is to calculate cubical contents of the building to be warmed.

Numerous rules for quick estimates are practised, a dependable one working on the basis that a square foot of grate should take care of 5,000 cubic feet of space. Figuring on this basis, we have in the residence described in our previous article, 20,580 cubic feet of space to heat and 20,580 ÷ 5,000 = 401 sq. feet of grate necessary for the work, or a grate 27 inches in diameter.

One square foot of grate surface is estimated to be capable of caring for 3,000 square feet of glass surface or its equivalent, and we know that 4 square feet of wall surface has about the same cooling value as 1 square foot of glass. Turning to our estimate of sizes and exposures, we find we have 663 square feet of glass and 1,555 square feet of exposed wall, hence: 1,555 ÷ 4 = 388 + 663 = 1,051 square feet of equivalent glass; 1,051 ÷ 300 = 3.5 sq. feet of grate, or a grate about 25½ inches in diameter.

Still another rule totals up the area of all basement leader pipes, on the principle that the combined area should be from one and one-fourth to one and one-half times the grate area of the furnace, according to the character of the work. Note that for the residence illustrated the area of the basement pipes is 768 square inches, and we estimate a furnace having a 26 inch grate with an area of 530 square inches.

Select a furnace of only such height that proper pitch of elevation may be afforded the basement leaders, which should pitch upward from the furnace at least one inch in each foot of length.

In estimating the cost of this piping it is customary among some furnace men to figure on an average length of ten feet for each basement leader—a rule-of-thumb method, the use of which should be discouraged—and the value of making a sketch or plan of the work is here apparent. Basement leaders should be erected and run with no abrupt turns. Long, circular bends or turns should be arranged for wherever possible, and with a plan to guide one, it is possible to measure quite accurately the length of each leader.

For each first floor room we figure:

Basement leader .....(Size) .....
(Length) .....
Extra for bends ....(If necessary) ....
Casing collar .....
Damper in pipe .....
Register box .....

For the second or other upper floors, we figure:

Basement leader .....(Size) .....
(Length) .....
Extra for bends ....(If necessary) ....
Casing collar .....
Damper in pipe .....
Riser (3 feet longer than height of ceiling) .....
Boot .....
Elbow .....

The length and size of smoke pipe should now be included, and do not forget to provide a damper for the same. The estimate sheet should show:

Smoke pipe—diameter, length, gauge iron, damper, elbows.

The cold air supply should next be estimated, and the following items made note of:

Cold air pit .....(Under furnace).....
Cold air chamber .....
Baffles in chamber ....(If desired)....
Cold air duct .....
Damper .....

It is not essential that a printed estimate sheet be used, but if in such shape, the form will prevent the omission of items in making up the estimated cost of the work, although one figuring such work constantly becomes accustomed to setting down the items in proper rotation.

The cost should be made up as follows:

Furnace .....Size .....Kind .....
Furnace casing .....
Furnace pit .....(If necessary) .....
Registers and borders .....
(List of sizes, kinds and costs.)
Pipe and fittings .....
(Here should follow a list, room by room, of all leaders, bends, collars, boots, elbows, etc.)
Smoke pipe and damper .....
Cold air chamber .....
Cold air duct .....
Cold air pit .....
Covering of piping .....
Carpenter and mason work .....
Labor—tinner and helper .....
Labor expenses .....
Freight and cartage .....
Incidental expenses .....

The above should form the basis of the cost of the job, to which should be added the percentage of profit desired, and in connection with this item of profit we would call particular attention to a very common error, viz.:

The average dealer, having ascertained the cost of the work as accurately as he can figure, will, if he desires a profit of 20 per cent., add this amount to his figured cost, and having secured the contract, the cost being, say, $300, for $360, assumes that he clears $60 if he receives $360 for the work, and possibly relying on the report so frequently heard that it cost 10 per cent. to do business, will think his net profit is $30. Not at all! Suppose that the cost of doing business is 10 per cent. (an estimate entirely too low). Remember this is not figured on the cost price, but rather on the selling or contract price. Consider the volume of business done yearly as $25,000, and the expense of doing it $2,500. This is the 10 per cent. The contract price is $360, and 10 per cent. is $36, which must be added to the cost, making it actually $300 + $36, or $336.

Now, with 10 per cent. profit added, the contract price should be $336 + 10 per cent., or $369.60, and, as before stated, this is entirely too low, for the actual expense of conducting a business is seldom less than 20 per cent.

This charge is based on all the unproductive expenses of the business, such as rents, team and driver, office help and all other labor not included directly in a job, insurance, postage, interest on money invested, value of real estate, etc., etc. It is called the "overhead" expense of the business, and, as such, is chargeable to every article sold or every contract taken, as a cost.

Will our doubting readers figure up the volume of their business the past year, total their unproductive expenses for the same period and then ascertain their overhead expenses? Do not be surprised if the rate equals 40 per cent. of the volume of business transacted, from which it must be appreciated that this is doubtless the most important item in making up an estimate.

Have Goods Where People See Them

This is Way to Sell Goods Says A. H. Gingerich, a Woodstock Dealer—Believes in Special Price on Few Articles as Leaders, But Not in Price Cutting—Instance Where Mail Order House Was Outdone.

"Display the goods if you want to sell them."

This is the motto of A. H. Gingerich, hardware merchant, of Woodstock, Ont. He believes that the best method of introducing new goods and extending the sale of staple lines is by keeping them just as prominently before customers as it is possible.

That he is strong on this point is demonstrated by a visit to his store. The first thing that impresses one is the extensive display of goods. Every effort is made to show goods so that customers who visit the store cannot help but notice them. Advantage is taken of every possible method of doing so.

Extensive Display of Goods.

At the right side as you enter the store is a silent salesman showing cutlery, silverware and associated articles. Sporting goods are also given a prominent position near the front. Immediately behind this a wall case shows up saws and other tools. A view of the counters down both sides shows just how much emphasis is put on display as a selling agent. Various sorts of display fixtures are used and counter space which in many another store would be left free is used also in showing goods. Down the centre of the store is a long table on which smaller articles sold in the hardware store are prominently displayed. Hammocks are swung from the ceiling at the rear, while forks and shovels are hung on the walls in racks at the back.

Display Goods to Sell Them.

The appearance of the store at once gives one the impression that the firm believe strongly in display and the statements of Mr. Gingerich prove this to be true. He points out that there are a large number of small articles sold in the hardware store and while nice appearance may result from having these nicely boxed and piled up out of the way waiting for someone to ask for them, this method will not sell them. The only way is to get them out where people will see them, pick them up and make enquiries regarding them. Sales naturally follow.

Special Prices as Leaders.

Another method which this store employs to induce business is the offering of special prices on certain lines. The idea of this is that of the big departmental stores which do the same thing. The special price attracts the customer to the store and while no great profit may be made on that particular article, the opportunity is then afforded of introducing and selling other goods, thus turning the loss occasioned by selling the one article at a cut rate into a profitable transaction.

Mr. Gingerich contends that not only is this method a direct means of creating profitable business, but the offering of a special price has an advertising power that is appreciable. He gives an instance of a meat cutter which he sold at 89 cents—lower than the regular price and just slightly above cost. He purchased a half gross in September and by Christmas time had to replenish his stock. People came to the store to buy them. They told their friends about them and they came also. People who lived 20 miles away and whom he had never seen before visited his store to purchase. As he says, "If I had not had this special price on them, I would probably have only sold a few in that time. True, the profit on each was not large but then there was the valuable advertising which I received as a result to be considered."

Alarm Clocks Wake People Up.

This is only one instance where public interest has been aroused by a special price on some particular line. Another case was that of alarm clocks. A big shipment was received. A display of them was made in the window and a special price put on them. It might be mentioned, however, that they were not sold at cost, but just enough below the regular price to create interest. Results were good, for both city and country people were attracted, and it was considered that the advertising value well made up for the reduction in profit.

When he first started in business in Woodstock, Mr. Gingerich boosted himseld into public prominence by a special price on cross cut saws. That was the time when sawing bees were quite a usual feature in the surrounding country. One of these saws was taken to a big bee by a purchaser and he and his partner succeeded in outstripping all their competitors in sawing that afternoon. Of course a common-place enquiry at such gatherings would be "where did you get your saw?"

"I got it at Gingerich's new store and I only paid $1.69 for it," was the reply. Gingerich had a big run on these saws for some time after.

Beat Mail Order House Price.

It might be mentioned that Mr. Gingerich had a very interesting mail order experience in which a cross cut saw was connected up. It may prove of interest to other hardware merchants who find the big mail order houses pressing in upon their business.

A farmer was looking at a saw and an axe which the clerk was showing him. He really wanted these articles but said he, "I can get them cheaper from Eatons." The clerk had little or no argument to offer excepting the faint plea that "they can't be as good as ours."

Here Mr. Gingerich came forward to ascertain the trouble. The customer said he could buy cheaper from Eatons. ',I will sell you them at Eatons' price," said Mr. Gingerich.

,A similar axe and a slightly better saw than that catalogued by Eatons was picked out and the price noted. "Now I will add 25 cents for express, 2 cents for postage, and 3 cents discount on money order, the same as you would have to pay if you sent to Eatons." This amount was collected from the farmer and he departed. He had paid 15 cents more than the regular price asked for these goods by this store. Apparently the low prices which mail order houses are supposed to sell at are mainly imaginary. On the whole, the local store has them beaten on prices.

Doesn't Favor Price Cutting.

Mr. Gingerich believes in special prices on particular lines. He does not believe in price cutting. He maintains there is a difference. He generally only has a couple of lines with special prices at a time. It does not do to maintain it on one line too long. In a certain time it loses its value as an advertisement.

Banquet to R. C. Chown.

Belleville, Ont.—Alderman Russel C. Chown, who is leaving for Edmonton, Alta., to enter the hardware business there was tendered a farewell banquet at Hotel Quinte on Thursday evening last by the municipal and business men of Belleville. Addresses by the mayor and other civic officials interspersed with songs marked the rousing send-off that was accorded Mr. Chown, who has been one of Belleville's most enterprising citizens.. He has been very prominent in hardware circles, last year being president of the O.R.H. and S.D.A.

The Detrimental Effects of Parcels Post

Interview With Former Hardwareman in Wales Shows That the Hardware Trade in the Old Country Has Suffered as the Result of Parcels Post—Mail Order Houses Are Doing a Big Business—The Small Dealer Has Felt the Effects Most Directly.

Is parcel post beneficial to a country as a whole? No, it is not. The proof of the pudding is in the eating. Parcels post has been in vogue in England for 20 years. In the motherland, it has proved a measure adverse to general business prosperity. It would probably prove even more so in Canada.

We have heard much in Canada in recent years about Parcels post, particularly from daily newspapers and legislators who are trying to hold themselves up as public benefactors. In their arguments they are prone to refer to the great benefits which other countries have derived from the adoption of the system and England is not infrequently held up as a shining example of its good points.

However, in their arguments they have largely selected those points which on the face may appear good and which can be talked up in such a manner as to appeal to public favor, but they have never sifted the matter out to see just how it really does effect the country as a whole. Let us, however, see just what the result of parcel post in England has been.

The statements of E. Lewis Evans, an English hardware man, now resident in Canada would indicate that parcel post in England has been a severe slap to business in that country. Mr. Evans had an experience of 15 years in the retail hardware business at Rhyl, a North Wales town of 9,000 population where he was in business for himself. He is thus able to give an idea of just how parcel post has affected the retail merchant as well as the general business of the country. He came to Canada in May of this year and is now connected with the Rice Lewis Co., of Toronto.

Perhaps the most significant feature, at least to the retail hardwaremen, is Mr. Evans' statement that "since the adoption of parcel post in England there has been an enormous diversion of trade from smaller retail stores to the big departmental and catalogue houses in the larger centres."

Encourages Catalogue Buying.

"I do not remember just how the system was primarily instituted, but there is no doubt that the catalogue houses played an important part in having the measure put through," he states. "At any rate their catalogues are profusely distributed throughout the country and the cheapness with which goods may be shipped by mail played up so as to induce business.

"For instance any parcel up to one pound can be mailed to any part of Great Britain for 6 cents. There is a scale for all weights running up as high as 11 pounds. Five pounds can be sent for 6 pence—12 cents, while 11 pounds —the highest weight that can be sent costs 11 pence—22 cents. The aggregate length and breadth must not exceed 6 feet."

As Mr. Evans states, parcel post has proved extremely detrimental to business of the hardware dealers in the smaller centres, and beneficial to the catalogue houses. The country is flooded with catalogues, the institutions in the smaller centres upon which local dealers depend for no little portion of their business, being especially looked after in this regard. These catalogues with their finely written descriptions and profuse illustrations lure the readers into buying. This sorely taxes the temper of the local dealers, but so much more so when they come to him to look after their repairs—which show little or no profit.

One Advantage.

"There is also another side to the question," reasons Mr. Evans. "It is handy for the dealer once in a while if he wishes to get a small shipment of goods in a hurry. But it has been bad —extremely bad for the small trader, and what is detrimental to the small traders, which means practically all the business men, is detrimental to country as a whole. A country cannot prosper unless the merchants do."

Does it Pay For Itself?

There is another important point brought up as to whether it would work in Canada. It is not known really whether it pays for itself in England as it is mixed up with regular postal business. However, when first instituted it meant a costly change and enlargement of postal facilities."

"Even if it did prove profitable as a government business in England, it is a question whether it would do so in Canada. Canada is an enormous country and the distance parcels would have to be transported in some cases would get this unprofitable business. The express companies would get the shorter and profitable hauls."

Conditions Are Acute .

Since the institution of parcel post in England conditions in the hardware trade have gradually been growing more and are now indeed acute with the smaller dealers. This is shown by Mr. Evans' statement that, "You can't realize the state of things in the hardware trade of the Old Country. There may be certain portions flourishing, but as a whole the trading class is suffering.

Price Cutting Prevalent.

"There has been so much trade taken by the mail order houses that there is keen competition among local dealers for what remains. There is an awful lot of price cutting. It has got to such a point that a dealer wouldn't think of allowing a customer to go out of the store without buying even if they have to cut the article in question down to cost price.

"If a man is going to build a cottage, he makes a canvass of the local trade to get them bidding against one another. He will go to one dealer and say, 'I can get it for so much from so and so. How much will you take?' Thus price cutting is carried on.

"I could give you instances of good men with good experience dragged down to failure—just by unflourishing conditions. It was not so 15 years ago."

It would, therefore, seem that England is a very poor example to hold up as showing the benefits of parcel post. True it has been beneficial to one factor—the large departmental and catalogue houses. It is not the catalogue houses that make the country, however. It is the smaller retail dealers. Therefore, swat the parcel post.

—⚙—

Personal Notes.

Mr. DeWolfe, of St. Stephens, N.B., passed through Montreal on his way to Toronto, to visit the annual exhibition.

Miss Darniel, secretary to Mr. E. Simmons, Chairman of the Board of Directors, and Miss Parr, secretary to Mr. E. C. Simmons, president of the Simmons Hardware Co., of St. Louis, passed through Montreal on their way home from Philadelphia, where they have been assisting in the opening of the Simmons Hardware Co's. new offices. They are returning by boat, taking in the St. Lawrence trip, and speak most enthusiastically of Montreal, and the surrounding country.

Montreal.—A. Cadieux, Carrier St., Montreal, has made an assignment. The liabilities are not great, and are quite widely divided.

Current News of Hardware Trade

Merchants Re-Organize.

Hespler, Ont.—At a recent meeting it was decided to re-organize the merchants' association. A meeting will be held in near future to elect officers.

New Industry for Galt.

Galt, Ont.—It is announced that the Hare Engineering Co., will shortly begin operations on the construction of a plant in Galt to cost around $150,000.

London Business Sold.

London, Ont.—A deal has been completed whereby Beattie Brothers, St. Thomas, become owners of the Mortman & Ward, Ltd. business in London. They manufacture stable fittings, hay tools, etc.

On A Transcontinental Trip.

F. A. Fisher of the Enterprise Foundry Co. left last week on a trip to the Pacific Coast during which he will take in all the larger cities in the interests of his firm.

Returned From Atlantic City.

Kingston, Ont.—John McKelvey, the Kingston veteran hardware merchant, has just returned from Atlantic City, where he went for the benefit of his health, and is much improved after the much needed rest.

Will Build Canadian Factory.

The Hart Accumulator Co., of London, England, manufacturers of storage batteries will establish a factory in Western Canada. E. J. Clark, managing director of the company, who is one of the party of British manufacturers touring Canada will recommend that a large plant be built at either Winnipeg or Fort William.

Merchants Elect Officers.

Vernon, B.C.—At the annual meeting of the Vernon Retail Merchants' Association, the folowing officers for the current year were elected:—President (re-elected), J. P. Martin; vice-president, C. C. Smith; honorary secretary-treasurer, C. J. Whiten; executive committee, J. C. Campbell, H. W. Knight, L. J. Ball, R. S. Merrill and J. F. Stainton.

Back From England.

C. C. Ballantyne, vice-president of the Sherwin-Williams Co., of Canada, has returned from England and the Continent, where he has been spending a vacation with his family. While in London Mr. Ballantyne spent some time inspecting the English branch of the business, Lewis Berge & Co. This he found in an exceedingly flourishing condition. On every hand, Mr. Ballantyne says he met with an interest in Canada

Plumbers Have Grievance.

Moose Jaw, Sask.—Local plumbers want the right to use any kind of surface pipe which they may be able to secure and not only that specified in the local by-law. This request to the city council is the outcome of the scarcity of Canadian tile pipe as well as other kinds. The plumbers explained that there would be a very serious effect on building trades if they were not able to secure the pipe called for in by-law and were not allowed to use other.

Building New Warehouse.

Kingston, Ont.—The work of tearing down the old Ottawa Hotel, which will give way to a big wholesale hardware for W. B. Dalton & Sons, has been commenced. As there were no tenders received for the work of tearing down the building, the work is being done by day labor, and good progress is being made. The location is at the foot of Princess street, near the tracks of the Grand Trunk and the Kingston & Pembroke Railway, so the firm will have the best possible railway facilities.

Harold Copp Seriously Ill.

News has reached Fort William that Harold Copp, formerly manager of W. J. Copp & Son, of that place, is seriously ill in England.

It will be remembered that early in the present year, Mr. Copp disposed of his interests in the Fort William industry, which was reorganized as the Copp Stove Company.

Mr. Copp's family returned to England some weeks previous to Mr. Copp, and their son was unforturnately stricken with paralysis, shortly after his arrival in the Old Country.

When Mr. Copp had wound up his affairs in Fort William, he also left for England, and he was taken ill almost immediately upon his arrival. He is still in a critical condition.

Harold Copp made a great many friends in the stove trade, while in Canada, and they will be pained to hear of his illness.

Our Latch String Is Always Out.

Robert Bartsch, of the S. Hayward Co., St. John, N.B., called at the Montreal office of Hardware & Metal last Saturday. He was on his way to the Toronto Exhibition.

Large Smelting Plant Near Completion.

Kingston, Ont.—The North American Smelting Company has about 1,000 tons of raw material waiting to be treated, and there are now but two things holding back the company in their work. The first is that of electric power from the city, which is promised early this month, and a railway siding, which will soon be in readiness. Before the end of the month, a well-founded industry will have commenced operations in this city.

The plant has been fitted out with two jumbo furnaces, one blast furnace, and one roaster which separates all the products from the residue of the blast furnace. The plant is also provided with the latest devices for extracting from the fumes all that is valuable. This is done by means of a long flue through which the fumes are sucked into a chamber and forced into long wooden bags which filter the smoke and collect on the inside of the metal which would otherwise go up to the stack and be wasted.

Catalogues and Booklets

Stoves, Ranges, and Furnaces.

A very handsome catalogue has come to our desk from the Enterprise Foundry Co., of Sackville, N.B. This catalogue No. 15, contains 92 pages, enclosed in double covers, and it reflects great credit upon the St. John printers who designed and printed the catalogue in its entirety.

A novel feature introduced in this catalogue and one which will be found very convenient to dealers, is the ticket on the inside back cover containing a copy of price list No. 15.

Booklet on Nippers.

An exceedingly attractive and valuable little booklet has just been issued by the Utica Drop Forge and Tool Co, New York. A large number of illustrations show the various pliers, and brief notes underneath tell all that is necessary. At the back of the booklet is shown a picture of the Utica assortment case, loaned to dealers to help them display the quality line of nippers and pliers. A remarkable testimonial is also shown.

Weekly Market Report --- Metals

PRICES MOVE UPWARD.

Lead, iron, and tin products have been advanced this week. Nor are these changes thought to be final. It is freely predicted that other alterations in the figures fixed for iron products will come, and that these will be in the upward direction.

Tin is now higher than it has been for twenty years. But it too does not seem to have touched the top.

As for lead, still further changes are considered likely.

Copper too is pointing upward.

This is a time to cover. Supplies needed for contract work might well be ordered at once.

MONTREAL.

Montreal, Sept. 5.—These are eventful days in metals. Everything seems on the move. In short, metals are soaring. It seems also as if they are to go still higher before many weeks have passed.

The past few days have seen advances in almost every line. Copper has risen on the primary market. Iron products show an upward trend. Lead too is higher—much higher. Tin has taken perhaps the greatest advance of all, but the movement in London is enough to explain this. Some time ago it was announced that those who have secured control of this metal stated their intention of carrying it to £225. It now appears that they may well achieve this aim.

Higher Prices Coming.

As for the future it would seem that high prices are to be looked for. Certainly advances in such lines as iron may be expected; and it is hardly likely that the present upward movement of lead is the last.

TIN.—The advances on the primary market have been phenomenal. Local handlers are greatly interested. They have been examining records and find that the present price is the highest since 1886. The high figures do not seem to be altogether the result of speculations. Rather they are the outcome of a buying movement, which is but the natural result of the statistical position.

Locally Lamb and Flag and Straits has been raised 2c a pound, now selling at $54.00. This change has been necessary to cover the higher figures at which handlers must buy.

¼-Cent Advance.

LEAD.—The demand has increased and the supply—by reason of shipping and mining troubles—has decreased. Perhaps that explains the present high prices. It does not, however, explain altogether what may be expected. But the future is not shrouded in great mystery. It would seem that high prices may be expected. In view of present conditions there seems nothing to look for but a continuance of the upward movement.

Generally there has been an advance locally of ¼c a pound, Trail and imported pig being quoted at $6.00; bar pig at $6.25, and sheets at $6.25 and $6.50.

Lead pipe too has been further advanced. Only recently it was found necessary to make a change in the list price. Now the discount upon those lists have been changed. The quotation on lead pipe is now 7½c with 5 per cent. discount, and on lead waste pipe 9c with 5 per cent. discount.

Copper.—This metal too, has been moving upward rapidly, but as yet there has not been enough change to necessitate different quotations locally. It would seem, though, that these are likely.

A Time to Buy.

IRON.—Advances in the pig, and conditions in the States have made both steel and iron firmer in price. Sheets have been advanced locally 10c per cwt. But this seems only prophetic of what may be expected. It is thought that the recent advance in iron pipe will not be the last. Galvanized sheets too will quite likely be put upon a new level. It is a time when buying seems to be the part of wisdom. Those who have contracts uncovered should waste no time. If they do not cover now much of their profits will be consumed in the higher prices they will almost certainly have to pay.

TORONTO.

Toronto, Sept. 5.—While supplies in some lines of metals have shown an improvement of late, shortages still exist. This has been a serious drawback to trade during the whole spring and summer and the slight increase in supplies was welcomed.

Tendency in metals in general is still upward and further advances in some lines seems not unlikely as the year advances. Just at present time, tin holds a strong front while pig lead is also firm.

That purchasing of certain commodities at present time is good business seems the general opinion. There is one thing quite certain, and that is that most lines will at least show no reduction, while several may move upward.

Lead, iron and tin products are on the advance.

Tin Very Strong.

TIN.—The strong feeling which has characterized the tin market still remains. The London market is apparently in strong hands and values across the water have been on the upward march. As a result local prices are firm and advances above the 50 cent mark before long would not come as a great surprise. Demand has been very heavy this year.

COPPER.—There is little or no change in the immediate copper situation. Demand continues on a liberal scale and market is regarded as steady. The demand is expected to be maintained throughout the season and with American producers intimating that there will be no lower prices, it looks as if present position would be maintained.

Lead Also Firm.

LEAD.—While situation in pig lead may not be so acute as a while ago, it is far from ideal and metal houses are not able to secure all they require. Indeed, this has been the order of things for some time now.

As for prices, further advances in this commodity would not be a surprise. A stiff front is maintained backed up by a strong English market.

SPELTER.—There is really nothing new to report in spelter. Interest is not particularly keen, although a fair volume of trade is being done at steady prices.

IRON.—There is no complaint to be found with present demand for iron. Prices, however, cling to the high level with no overplus of supplies.

WINNIPEG.

Winnipeg, Sept. 2.—Lead prices are soaring and there is a general advance in all raw and manufactured lead products. Lead pipe has advanced 25 cents per cwt., white lead 75 cents per ton and shot 50 cents per cwt. Both galvanized and iron pipe are very firm and have made further advances as will be seen by consulting price lists. There is no change in the situation as regards plate in which famine conditions yet prevail. Boiler tubes are also short in supply. The supply of metals generally can hardly be said to be up to requirements and the outlook is for higher prices all round.

Weekly Market Report --- Hardware

The holiday has made some difference in the week's business, yet on all hands it is reported that the demand for various goods has been brisk. Cutlery is moving more rapidly, perhaps because of the fall wedding trade. Sporting goods too are wanted, especially rifles and ammunition. The retail demand for these will be starting very shortly and the merchants are preparing. There is talk of another rise in builders' hardware lines. This would be but the natural thing, when the recent advances in copper and brass are remembered.

MONTREAL.

Montreal, Sept. 5.—Holidays are rather peculiar. If they are long holidays a man spends a great deal of energy getting his work in such shape that he can leave. Then he returns and works like two men to get up with his work again. One day holidays also cause a disturbance, Labor Day having just brought about some unusual conditions. City orders were dead on Monday; but from the country a large number of inquiries were received, and Tuesday's orders too showed that in the Province at large a number of stores kept open on the holiday, or else the managers took the quiet day as an occasion when they might look over their stock and draw up orders for what was lacking.

The week has seen no startling changes. Indeed there has been no deviation of prices whatever. The tendency, however, is toward higher figures. Trade generally has been heavy, the demand being for a wide variety of lines, but especially for such goods as sell well in fall.

Seasonable Lines:—Yet it is a little early for Christmas buying, but despite this orders for cutlery and silverware are being received in large numbers. Dealers are thus preparing to kill two birds with the one stone. They will have the goods to catch the fall wedding trade, and should there be articles left over from this—well they will be available for a part of the stock with which the store will be made attractive at the holiday season.

The change in the price of cutlery, announced some time ago, has caused no diminution in the demand for this line. It is a line which is growing in favor all the time, and the retailers are bound to see that their stock does not fall short.

Meat choppers, and such lines, are still being ordered largely, while weather strip, and other goods which will be wanted when the winter breaks, are moving rapidly.

Upward Movement Expected.

Builder's Hardware:—The recent further advance in copper and brass make it seem that more advances in builders hardware will be struck. It is quite freely stated that some upward changes will come, but that the change will be general is hardly expected.

The demand for builders hardware is larger than for months past. Contractors are ordering this, and a good demand has sprung up for old houses, the proprietors wishing to improve the appearance of their front doors, or their inside doors, by the use of some better fixture.

The manufacturers are finding some difficulty filling all their orders. One jobber reports a delay of several months. "Why," he said, "the man who ordered this line from us came in the other day saying we had to get him the rest of his order as he had equipped part of his house with this class of fixture. We had to go out and buy the line retail, losing money on the deal instead of making a little."

Sporting Goods:—The demand for rifles and shot guns is growing. A few weeks now and the sportsmen will be going off for the two weeks outing to which they so eagerly look forward. Retailers are already getting a good many orders.

Ammunition is Wanted.

For ammunition the call has become very insistent. Retailers are laying in a good stock of this. They will find a ready market when the season really opens.

The season is changing and with it there comes a change in the demand. Baseball and tennis goods are but little wanted now; but the rugby season is starting. Moreover skates are already selling. Delivery is being taken immediately too. There was some thought that the bad season last year would have left dealers with skates on their hands, but it now seems that the over supply was not as general as had been expected.

TORONTO.

Toronto, Sept. 5. — September shipments are occupying the attention of local jobbers just now, practically to the exclusion of everything else. Orders for fall are not moving very briskly as yet as a general thing, a few lines going out, however, in advance. With his crops garnered, the farmer can now turn his attention to the repairs necessary to his buildings, etc., in preparation for winter, and also to the repairs for his implements in preparation for fall plowing.

THRESHING SUPPLIES.—All kinds of threshing supplies, belting, lacing, oilers, wrenches, etc., are in demand just now and it pays the dealer to keep well stocked on these lines as they are always needed at once when asked for.

SEASONABLE GOODS are very brisk, axes, handles, mitts, gloves, horse blankets, etc., all being in demand.

It is expected in some quarters that wire in all its products will advance in the near future.

HEAVY HARDWARE. — The demand for heavy hardware still holds goods and a very brisk business is being done in this line.

Wire Nails Firm.

With the increased cost of production, labor, raw materials, etc., it is not unnatural that wire nails may show an advance. Coupled with the fact that all the hardware markets are very firm, and that the U.S. mills are running full time now an advance in this line may be expected.

BUILDERS' HARDWARE. — With an unprecedented year in building, builders' hardware has been greatly in demand. Glass, roofing supplies, weather strip, nails and finishing materials are moving briskly just now. It is expected this demand will hold good for some time yet.

SPORTING GOODS.—With the season for summer supplies coming to an end, fall lines are now getting particular attention. Guns, shells, loaded shells and in fact ammunition of every description is being rushed. Football and Rugby supplies are selling in large quantities. The hardware dealer should make hay while the sun shines or in other words push these lines while the time is ripe. There is much to be gained by starting the fall sporting goods campaign early.

WINNIPEG.

Winnipeg ,Sept. 2. — The business situation throughout Western Canada continues most satisfactory. The weather has improved and there is now little apprehension as to the final outcome of the crops. There was less than the usual August retail lull and both city and country merchants are preparing for a fall consumption of more than ordinary volume.

Some important changes in prices are to be noted in different lines. Rope and pipings are dearer, linseed oil cheaper and different lines of lead products have advanced. A change in the discounts on screws also figures out as an advance.

Progressive Hardware Retailing

Several Firms Make Exhibitions at the Lethbridge Fair—Lines of Interest to Farmers and Townspeople Shown—Window Trim of Playing Cards—A Timely Suggestion.

Many Show at Exhibition.

Lethbridge, Sept. 5.—At the exhibition here the hardwaremen did their part to make the main building attractive. A number had taken booths, and in these a variety of goods were displayed. The attention given these lines, and the questions asked would indicate that all the displays will bring large results. Indeed, it will not be necessary to wait for results, for a number of purchases were made at the fair.

The Haye Hardware Company devoted a large part of their space to requirements for mixed farming. There was a stanchion for fastening cows—simple in the extreme, and a contrivance which interested hundreds of farmers. Refrigerators and stoves too, had a place, as had a self working washer. A neat fencing with a swinging gate, gave the booth a unique front, and at the same time showed one more line of interest to farmers which the firm carries. Paint too was not forgotten. Indeed a wide variety of lines were so arranged that none were overlooked.

The McKenzie Co., the Ray Electric Co., the Leicester Co., and the Western Supply Co., combined to make a remarkably fine electrical display. When night allowed the incandescent lights to shine out, the display was the most attractive in the building.

The Hick-Sehl Hardware Co. showed a wide range of hardware, and in addition stoves and plumbing fixtures. With so many interested in building, the plumbing goods caused much interest.

Metals Limited showed samples of materials carried—materials which appealed especially to the men.

A Trim Worth Copying.

Gananoque, Sept. 5.—Just a little more than a year ago—it seems strange to go back so far, but there is a reason—W. W. Bennett was showing a window trim of rifles and shooting accessories which attracted wide attention and brought many sales. The rifles and shotguns and the ammunition were finely arranged, and deer's heads added the life touch; but the feature of the trim was undoubtedly the use made of autumn leaves. These were employed to form a background. They were used at the front of the trim, forming a natural frame through which the goods on show could be seen.

The leaves, of course, were secured with little expense. The whole trim was cheap, and nothing could have been more artistic or more attention gaining. A somewhat similar trim might be made by many this fall.

Window Trim of Playing Cards.

Montreal, Sept. 4.—The James Walker Hardware Company, situated in a section of the city almost entirely frequented by business men, is now using one window for a trim of playing cards. A pyramid has been arranged in the centre, on which many packs are arranged, and at either side are cribbage boards, bridge sets, poker chips, score cards—all the requirements for all the card games. This cold weather is keeping people indoors, and for this reason cards will be in demand. They are not usually considered a hardware line, but they help make the sporting department attractive in the Jas. Walker Hardware Company.

A Window Trim Which Has Movement.

Montreal, Sept. 4. — An exceedingly unique and attractive window display has been arranged in the store of M. Philbin, St. Catharine street. It has movement which makes the passers-by pause.

The main article displayed is the Gillett safety razor. At the back of the window are pictures telling in their own impressive way the story—Where the razor is made, where it is sold. Pictures of the office in China are there—everything to illustrate the wide field in which the article is now being used.

Then in front are piles of razor blades and razors, and between these piles, right around the whole window, is laid a track upon which run two imitation trains, bearing loads of blades.

The moving trains quickly attract attention, and the rest of the trim aids in forcing home the object lesson.

The trim has brought immediate results and will doubtless bring more.

REVOLVER IMPROPERLY SOLD BY SECOND HAND DEALER.

Montreal, Sept. 4.—When Frank Sheehan was taken to court, charged with the dual offense of drunkenness and carrying a concealed weapon, he was ordered to tell where he had secured the revolver. As might have been expected it developed that the revolver had been purchased of a second hand dealer—one Louis Caplan, of 21 Craig Street west. Caplan, like Sheehan, was thereupon hurried to court. Questioned by Mr. Recorder Weir, he confessed ignorance of the law which provides that dealers shall keep a record of the arms they sell, and said that he understood that he had to keep a record only of the goods that he bought as a second-hand dealer.

The Recorder pointed out that section 119, sub-section 2, of the Criminal Code, provides that: "Every one is guilty of an offence and liable, on summary conviction, to a penalty not exceeding twenty-five dollars who sells any pistol or air gun without keeping record of such sale, the date thereof, and the name of the purchaser and of the maker's name or other mark by which such arm may be identified."

Mr. Recorder Weir remarked that the offence was a serious one, and ordered Caplan to furnish his bond to appear any time that he might be called upon.

The Recorder, in discussing the case, expressed the view that the section of the Criminal Code might be extended in range with advantage, as only pistols and air guns were provided for, and the dangerous knives and stilettos carried by foreigners did not come under that section.

SAY CRISIS IS PAST.

Saskatoon, Sask.—The binder twine crisis appears to be past. Supplies, according to local jobbers, are now in sight, and the shortage that might have spoiled one of the greatest harvests in the province's history has been averted. The crop in the north western states is now practically all cared for and the factories will now be in a position to give more attention to the needs of the Canadian farmer in this respect.

NOTES OF THE TRADE.

The Jno. Morrow Screw & Nut Co., of Ingersoll, Ont., suffered loss by fire.

The International Malleable Iron Co., Ltd., Guelph, Ont., have obtained an Ontario charter.

Following Up Fall Fair Displays

A Proper Course of Action by the Demonstrator Will Enable a Valuable List of Prospects to be Secured—These Should be Sent Letters Telling Them of the Stove, Saying Which of Their Neighbors is Using It, and Quoting the Price—Why Leave the Mails to the Mail Order Houses?—Make the Letters Personal—No Mail Order House is Able to Do That.

A number of dealers have found it wise to display stoves at the local fairs. W. H. Smith, manager of the Central Hardware Co., Ottawa, states that the total expense of the exhibit his firm makes is perhaps not more than $25. Results, he declares, repay this sum many times over.

This is a time when some will be finally deciding whether or not they will display at the Fair. Perhaps the opinions of a number of other dealers, as given generally above and of one other, as given more particularly, may assist them in making their decision.

But after all the great number who are going to exhibit will have decided to do this already. In a few cases the fairs will even be over. In other cases the booths may be arranged. But, with every man the after effects of the display are still unknown. It is, therefore very much worth while to say something of what might well be done to clinch the exhibit, so to speak. No originality is claimed for the opinions here given. They are merely ideas collected from a number of dealers who have exhibited in the past, and who have found that the results which can be made to follow an exhibition are more valuable by far than the results which come while the display is actually being made.

Select Demonstrator Carefully.

But there will be some who have not yet arranged their booth, or who have not yet seen the crowds come to inspect this. Before going further, therefore, it might be well to say a word to such. They have got their whole chance before them—the chance offered by the exhibit itself, and the chance offered by the way that exhibit is made to work in the future.

These merchants might do well to spend some careful thought on the booth itself. An attractive display is necessary. But even more they would do well to spend time deciding upon the man whom they intend to put in charge of the booth. Some have adopted the practice of getting "a young fellow" to do the work. It is a mistake. "A young fellow" secured for the few days, will be apt to regard his task as a joke. He will be unable to explain any thing. Perhaps he will be one of those "funny young fellows," in which case he will do much more harm than good.

Tact an Essential.

No a good man is needed in a booth. One who can explain the stoves. One who knows the stove thoroughly. Moreover, the man selected should have tact. He wants to get a list of names of those who are interested. He must know how to do this without giving offence. A good demonstrator may do much good immediately, but a tactful and resourceful man will get a list of those interested which will be of almost incalculable value in the future.

It is the list of names secured which gives one of the greatest opportunities for following up the demonstration. It enables the mail to be used. Continually is heard complaint of the mail order houses. Perhaps if the regular retail dealers used the mail more there would be less of such criticism. Your demonstrator in the booth knows who were most interested in the stoves shown. Write them a letter at once. Quote figures. Don't be indefinite. Make that letter a personal affair. No mail order house can do that . If you know of any neighbor of the interested party who is using your stove, mention that name. Say something of the stove itself—its coal-saving qualities, its cooking ability.

Some, who are great believers in this follow up by letter, think it best not to say all you have to say at one time.

Concluded on page 52.

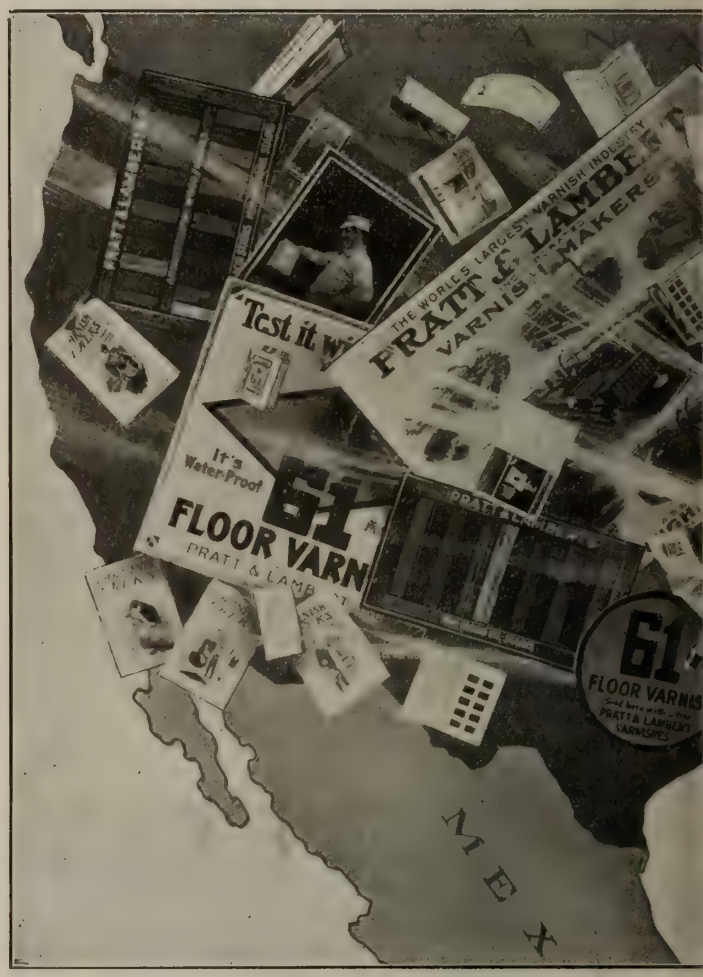


A department in the store of Geo. Mathewson, Queen St. E., Toronto, which gives the prospective purchaser a chance to examine the various models carried.

Sales—Profits—Steady

This Pratt & Lambert Adver

COVERING the whole United States and Canada, reaching consumer, painter and architect, the Pratt & Lambert Advertising Campaign is creating an **ever-increasing** profitable demand for Pratt & Lambert Varnishes.



The Pratt & Lambert Quality Varnish Story is told in large space in the great magazines of national circulation, such as the Saturday Evening Post. Handsome store signs, window trims, slips, booklets, newspaper electros and lantern slides, link this advertising to your store.

Varnish Talks, the Pratt & Lambert Painters' Magazine, reaches more painters than are reached by the combined circulation of the regular trade papers. In addition, Pratt & Lambert advertisements also appear in the regular painters' papers. A special department gets architects to specify Pratt & Lambert

Demand—That's What
tising Campaign Insures You



Varnishes on new building work and this results in nice orders for Pratt & Lambert dealers from painters.

Pratt & Lambert Varnishes move and keep on moving, because the goods live up to the advertising. "Not a single complaint in ten years" is the statement of a Pratt & Lambert dealer in a large city, who claims that **he sells a greater quantity of Pratt & Lambert Varnish than any other brand sold in that city.**

Write for Our Interesting Selling Proposition.

PRATT & LAMBERT-INC.

VARNISH MAKERS

24 COURTWRIGHT STREET, BRIDGEBURG, ONT.

FACTORIES:

BRIDGEBURG, ONTARIO

NEW YORK BUFFALO CHICAGO

LONDON PARIS HAMBURG

PRATT & LAMBERT-INC.

Courtwright Street

24 BRIDGEBURG, ONTARIO

Please send me your Dealer's Proposition, so that I may consider the facts.

NAME .....

ADDRESS .....

.....

Weekly Market Reports---Stoves

STOVE NOTES.

The coming of September has seen the coming of a general increase in orders. All lines are being sought, for a good stock is now necessary if the dealer is to get all the fall trade that is to be had.

The demand for radiators has been exceedingly heavy, and it begins to appear as if there will be a shortage felt in a month or six weeks. This was the case last year, and the extra production the dealers have made to prevent a repetition of the trouble, does not now seem sufficient.

Coal oil stoves are again moving well. This is a line which is growing in favor.

MONTREAL.

Montreal, Sept. 5.—The Months with "R" in their names are months when stoves are needed as well as months in which it is considered safe to eat oysters. It is therefore natural that there should be a general improvement in the demand for stoves and furnaces. September, of course, is not usually a cold month, but even as far as it has gone already there have been cold evenings. There will be many more when a fire would make the house seem cosier. Oh it is not too early to buy stoves, and well people are realizing this.

Since the month commenced there has been a considerable increase in orders. They are becoming more plentiful and of larger size. The busy season is indeed approaching.

No Price Changes.

Few changes demand attention. Galvanized sheets remain scarce. Iron too is not as plentiful as the manufacturers could wish. Still this will not cause any change in prices at present. Such a change is quite likely to come before another season opens, but for the present there is but little thought of an alteration in prices. What changes there are relate to the demand.

Ranges:—That cookers should be moving more rapidly is but natural. People are returning from their country homes. They want to get all ready for the winter, and of course that means the purchase of a new stove, if one is thought necessary. The fall fairs are about to start now. Many retailers are exhibiting at these, and to make their exhibitions resultful it is necessary that a good stock of stoves should be on hand. Moreover the fall fair is considered the starting point—the inauguration of the stove selling season. Good displays must be had in the store then. Indeed it is absolutely necessary that stocks should be brought to a high mark just now. Hence all the ordering.

Rushing Installations.

Furnaces and Radiators:—The building which has been in progress is now nearing completion. In many cases scarcity of brick and building stone has necessitated some delay, but generally the work of installing the heating plant can be commenced. This work is being eagerly pushed forward. The contractors are anxious to finish as quickly as possible so that they will be able to undertake other jobs.

The desire for haste is causing a big demand for furnaces and radiators. There are, however, enough to meet the demand. At least there have been to date, though it now begins to appear that the next month may see a shortage in radiators—a shortage somewhat like that of last fall.

Seasonable Goods: — Perhaps oil stoves might properly be mentioned here. The chilly days are starting the demand for these. From present indications there seems every reason to believe that these will be even more largely sold this year than last.

Granite and tinware are being bought in good quantities, while the call for lanterns, coal shovels, scuttles and like goods is growing larger every day.

Gas Stoves:—Were it not for the large number of new houses there would not be much call for these cookers. As it is, however, contractors are buying quite largely. So are private owners. Indeed the trade has kept up remarkably well.

TORONTO.

Toronto, Sept. 5.—With rosy reports from the Canadian West of a bumper crop, thousands of laborers have been rushed to the seat of activities to harvest it. The West seems to have experienced none of the set-backs from the weather which Ontario has experienced. Ontario, however, has not been served as badly in the matter of crops as was anticipated earlier in the season. Manufacturers have gone right ahead in preparation for the busiest season they have ever experienced, and these expectations are likely to be fulfilled. Furnaces at present are in great demand. Some manufacturers in fact are behind with their orders already. One manufacturer stated that he was 1,000 orders behind. As a general rule, however, they can keep pace with the demand. The enormous amount of building done in the past season is no doubt accountable for the increased demand. ,

RANGES.—Ranges are now moving briskly. Outside points are rapidly stocking up. The West is as usual trying to get its shipments in as early as possible. This is as it should be for considerable difficulty has been experienced in other years in getting shipments in on time once the rush of business commenced. This has not been due altogether to manufacturers being behind but to freight congestion as well. Evidently some dealers are trying to avoid this this season.

FURNACES. — A big fall trade in furnaces is anticipated. There has been a tremendous amount of building this year and many have not as yet been equipped with heating apparatus. Many manufacturers as well as retail dealers have a lot of orders on file to be cared for during the fall.

Business during the whole summer in furnaces has been excellent and with anticipated good fall trade, it is felt that when totals have been made up for the year, that they will reach a record mark.

ACCESSORIES.—There is a good demand for heating accessories of all kinds.

WINNIPEG.

Winnipeg, Sept. 2, 1912.—Heavy shipments of stoves are now in order and country dealers are preparing for a fall and winter trade of more than ordinary activity following the remarkable building development that has been so much in evidence in the West during the last six months. Remarkably attractive and interesting are many of the lines of heaters on display. Some districts of the West use coal burners entirely, others wood burners, and there is no lack of variety in both lines to choose from. The popular stove though is no doubt getting to be one that is able to consume any kind of fuel to advantage. Ranges are selling freely, and much heavy heating plant is being installed.

AGENTS APPOINTED.

Henderson & Richardson, of Montreal, have recently been appointed agents for the Wilkie Rubber Manufacturing Co., of Lynn, Mass., manufacturers of hard rubber tubes, rods, sheets, molded forms for the electrical trade, and electricians' rubber gloves.

Soil Pipe Sells at 75 Cents

Remarkable Price Paid by Western Dealer, Yet The Seller Was Displeased—What Has Caused the Scarcity.

"Never mind the expense"—which is a polite way of turning a somewhat common expression—seems to apply particularly to soil pipe just now. Price, indeed, has become a very secondary consideration, as instance the following true story, told by a man interested in soil pipe, who has just returned from the West.

This man was in Calgary at the time the Canadian Society of Sanitary and Heating Engineers was meeting there, and naturally became acquainted with a number of delegates. Among the men he met was one from a place not a thousand miles distant from Calgary. This man was congratulating himself that he had a good supply of soil pipe. "It doesn't much matter to me what the shortage is," he remarked. "I have got more than 1,000 feet, and I'm going to keep it. That will be enough for my requirements. If I have some over a little later on I may sell, but I'm not going to take chances of running short now."

A Prohibitive Price.

Later, another delegate approached the dealer who was rejoicing in a good supply of soil pipe. "What will you sell me some for?" he asked.

"I'm not selling," remarked the fortunate one.

"Oh, name a figure," he was urged.

Now here is where the fortunate dealer's good fortune forsook him. He set a price. A price which he thought would be prohibitive. "Well," he remarked. "I'll take 75c a foot."

"I'll take it at the price," said the eager one; and the fortunate dealer, being game, had nothing to do but sell 1,000 feet of his cherished soil pipe.

Think of it, 75c for soil pipe, and it can be bought in Montreal and Toronto for about 20c. But the soil pipe is badly needed. The dealer who paid this big price probably figured that it would only make a few hundred dollars difference on the price of some work he had to do. He preferred to stand this reduction in his profits rather than endure a delay which would perhaps necessitate his paying a forfeit.

Why the Shortage?

Dealers are wondering what it is that is making soil pipe so scarce. Why, they are asking, can not the manufacturers produce enough pipe to meet the demand.

To find out just why the writer has made a good many inquiries, which have yielded some enlightening information.

Perhaps no one reason can be given as entirely responsible for the present situation. But one thing is sure, circumstances have arisen this year, to affect conditions, which may not come again for one hundred years—perhaps never.

The English Pipe.

To begin with the dockers' strike has interfered with the importation of soil pipe from England. Note the result! A good deal of the pipe needed in the Maritime provinces has been brought from England. The source of supply is interfered with this season, and therefore the entire demand falls upon the Canadian manufacturer.

Moreover, the United States mills have, in the past, been sending a good deal of soil pipe into Canada. But this year conditions have been somewhat demoralized in the States. A presidential campaign always does have a demoralizing effect—much more so when a young, but lusty, Bull Moose Party thrusts its antlers on to the scene. So United States soil pipe is conspicuous, largely by reason of its absence. Result—a smaller outside supply, and a greater call upon the Canadian manufacturer.

These were conditions which the local makers could hardly expect. The growing Canadian demand they did anticipate, and this they aimed to meet, but the shrinkage in the supply available to meet the enlarged demand was something unlooked for.

It is said, on some sides, that the manufacturers have purposely allowed their stock of some lines to fall low; because they have long contracts to fill, at prices so low that every sale means a loss, in view of the present price of metal. Perhaps there is something in this. It would appear, however, that the other reason—the growing demand, and the unexpectedly reduced outside supply has had more to do with the present situation.

—⚙—

STIRRING UP TRADE IN WEDDING GIFTS.

St. John, N.B.—With the arrival of the month of September, merchants in St. John, Fredericton, and elsewhere throughout the province are planning on the usual activities in the wedding present line, and are making provision accordingly to stir up extra trade in this direction. The month of September, it is reasoned by local dealers, should be nearly as profitable in this regard as is the month of June, and they are therefore making plans to attract the attention of those who will be called upon in the course of the next few weeks to make bridal presents to friends. For instance, Jas. S. Neil & Sons, Ltd., of Fredericton, are advising against delay in this matter, in order to have a better selection to choose from, telling their customers that the "Time is drawing nigh when you will need to buy a Wedding Present for the September bride. Don't put it off till the last minute—Do it now." They are advertising a timely disposal of cut glass, sterling silver, nickel plated casseroles, pie dishes, mahogany trays, electrical appliances, silver plated ware, brass goods, and a variety of other wares which are of appealing interest during the wedding season. In order to further induce custom in this connection, they are advertising the fact that they will pay freight charges on presents to any part of Canada east of Montreal.

A disastrous fire occurred this week in the foundry of the J. E. Wilson Co., Ltd., in Brussels Street. The fire broke out early in the morning and had gained much headway before being checked. The loss was estimated as being close to $40,000, and there was little protection. The Canada Brush Factory was also destroyed. This was a new industry only recently organized, and doing a promising business. They will probably rebuild. Mr. Wilson lost heavily, as his patterns, mouldings, and much of his machinery were destroyed by the intense heat.

With the season for hunting soon to open, local dealers are interesting themselves at present in the featuring of supplies for sporting, and from present expectations it is thought that this will be a particularly good year for big game shooting in this province. Although the big game shooting is a little distant at present interest is being taken in the opening of the season and the windows of several of the stores in St. John, Fredericton, Moncton, and elsewhere are begining to display lines of sporting wares which should interest huntsmen. W. H. Thorne & Co. are about the first in St. John to display their lines, they having opened a large show window in King Street with a wide assortment of all hunting supplies that are more commonly used. Their display is most comprehensive and complete, and the minutest detail of the necessities of the huntsman has not been forgotten. A large number of sportsmen from other provinces, and from the states are expected during the season, and these will add an impetus to the sale of sporting wares.

Hardware Letter Box

Chamberlain Metal Weather Strip.

The Lawrence Hardware Co., Ltd., Halifax, N.S.--"Who manufactures Chamberlain Metal Weather Strip?"

Chamberlain Metal Weather Strip Co., 598 Yonge St., Toronto.—Ed.

Salter's Spring Scales.

Fraser Hardware Co., Galt, Ont.--"Could you favor us with name of manufacturer of Salter's Spring Scales?"

Geo. Salter & Sons, West Bromwich, Staffordshire, Eng.—Ed.

Enamelled Signs.

The Galt Art Metal Co., Galt, Ont.—"Kindly give us names of manufacturers of enamelled signs."

Sheet Metal Products Co., Toronto; McClary Mfg. Co., London, Ont.; Thos. Davidson Mfg. Co., Montreal, Que.—Ed.

P. Collins Scale Co.

Ricard Bros., Sudbury, Ont.—"Please give us address of the P. Collins Scale Co."

Can any reader give this information?—Ed.

CANADA PAINT COMPANY APPOINT SALES MANAGER.

The Canada Paint Company has just announced the appointment of W. H. Newton as sales manager, and Mr. Newton will at once move from Ottawa to Montreal, as his work will be carried on at the head office.

The constantly increasing business of the company has rendered necessary the consolidation of the sales department in order to promote greater efficiency in the handling of quotations, orders, etc., and to generally give every attention to the interests of its customers. Mr. Newton has been chosen to take full charge of this important branch of the company's business, his wide experience having peculiarly fitted him for the post.

Mr. Newton was born in London, England, and in age is still very much on the brighter side of the half century mark. He came to Canada in 1888, at once joining the staff of the A. G. Peuchen Company, Toronto, paint manufacturers. After securing a good knowledge of the business, Mr. Newton was sent out on the road to solicit orders for the firm. When the Peuchen Co., was merged into the Canada Paint Company, Mr. Newton joined the latter concern and has worked for it ever since, his ability and genial personality having made him a general favorite with his customers. Mr. Newton's successful work has at all times secured the favorable notice of the management, who, therefore, feel pleasure that in seeking a man for this important post of sales manager they found the right man among their own staff.

The aim is to have Mr. Newton keep in the closest possible touch with the firm's customers, so that the friendly relations which have always existed may be strengthened. To this end the new sales manager is now making a trip over a part of the territory, studying the needs of both company and merchants.

TURNING OVER THE STOCK.

A well-known wholesale merchant, in speaking of success in business, recently said:—

If I were asked to tell any man, in one word, what we find more often than any other thing interferes with success in the retail hardware business, my answer would be "Monuments." First, monuments on his books in the way of slow accounts, as the result of loose credits; second—and a mighty close second—monuments on his shelves, locking up his capital, so that it of necessity turns so slowly as to make net profits impossible.

If, on the other hand, the question were put in this way: "You say I can make a success. Tell me, in a few words how I can do it"—I should say—"Turn your stock often enough." If I were then asked what is the way to insure turning one's stock often enough, I should say—Don't buy more than a thirty, at the most a sixty-day supply of anything which you can get within a week or ten days from the time you order it. Buy good goods which have a reputation, which will give your customer satisfaction, and which pay you a good profit, because otherwise you are selling your time at less than cost, and you sell your time in the hardware business more often than you sell anything else. Select a very few sources of supply for your merchandise—just enough to cover your wants and keep you supplied with all the goods you handle, but the fewer the better—the less complication, and consequently, the less expense.

THE IMPORTANCE OF CASH DISCOUNT.

(Concluded from page 37.)

cess. Some are simply drifting—without compass, rudder or a competent pilot.

I would suggest that a simple method of bookkeping be prepared by an expert accountant for the consideration and use of retail hardwaremen. My position frequently requires that I interview merchants in regard to their financial condition. Their lack of knowledge about their own business is beyond belief.

We have digressed considerably from the subject assigned, but these facts are necessary to consider if a merchant wishes to get his business on a discount basis.

When you have your merchandise stock, accounts receivable, expenses and accounts payable in proper proportion, the proposition is a simple one. Your banker wants to loan his money to a discounter. Show him your financial condition frankly and you will soon find the necessary money and secure some good advice.

FOLLOWING UP FALL FAIR DISPLAYS.

(Concluded from page 47.)

This leaves a chance for another missive if the first does not do the trick. There is some wisdom in this. It is just a case of individuals. One complete argument might be better in some cases than two arguments which put together would cover the entire ground. Anyway, Mr. Dealer, use the mail. You will know many of the people the demonstrator has listed as prospective purchasers. Perhaps you will know the financial standing of a good many. Write to the ones best able to pay, and to the ones who need most. Write to them first, then if there are any stamps left, write to the others. It is probable that an order will not be secured from them this season, but those letters will help for a year hence.

The letters will bring people to the store. Be sure there is something there for the people to see. Arrange a display. Show all the models carried, and make certain that they look their best. Have them clean all over. and have them in such a position that they may be demonstrated. A demonstration at a fair may have to be rather hurried. Not so the demonstration in the store. There every thing may easily be shown.

It is wise, too, to use the windows. Why make a display at the fair and not on the street where sooner or later every one will pass? The window display does not give the same opportunity as the fair booth to get names of prospects, but it will bring prospects into the store, and undoubtedly that is the desired end. By all means use the window. Make the stoves talk for themselves of themselves.

Well Executed Work the Best Bait

In Localities Where People are Interested in What Their Neighbors are Doing, A Paint, and the Dealer Who Handles it, is Judged by the Results Which Have Been Secured by its Use—Pays the Dealer to See That theWork is Properly Done—Great Future for Paint.

Written by Thos. Griffin, of Griffin & Brennan, Arnprior.

In a fairly small commnunity people know what their neighbors are doing, and for that reason it is absolutely necessary to see that everything which has any bearing upon your business is done right. We have born this in mind whenever we made a paint sale.

A PAINT SALE HERE IS NOT ONLY SO MUCH BUSINESS SECURED, IT IS ALSO SOMETHING DONE TO SECURE MORE BUSINESS. Deals do not stand out distinct and separate. Each one does something to draw future sales—either to draw or repel them. People in town for instance, are interested in any new work undertaken by their neighbor. They inquire about it. Perhaps mention is made of it in the local paper. The final result is awaited with some interest.

It is the same in the country. The farmers know the other inhabitants of the district; and if William ———— is painting his house, that fact is related at many a dinner table. It is made the text for an argument—usually started by the wife—as to whether the house which is her home should not be painted too.

Wait for the Result.

Where people take this interest in the operations of their neighbors it is very easily seen that the results achieved by these neighbors are of great importance. If William ———'s house does not look well after his painting is completed, there is very little chance that his neighbor's wife will be able to convince her husband that their house should be painted too. On the other hand if William ————'s house has been greatly improved by the paint there is an exceedingly good chance that his neighbor's wife will win her argument. Thus, not only will the general cause of paint be forwarded, but the particular paint used on William ————'s house will be given added prestige. The neighbors will know exactly what paint William is using. They will know where he got it; how much has been required for the work; and what it cost. They will make it their business to find out all these details before making any paint purchases for themselves. I have found this to be be the case.

Puts It Up to the Dealer.

And all this being so it is very evident that great importance attaches to the kind of a job which William makes out of his house. It is, therefore, to the dealer's great advantage to do all possible to see that the work is good. We have certainly found this to be so, and we try to see that each job for which we supply the paint is as well done as possible.

To make certain that the paint will be correctly applied is the great thing. We feel sure that we have the right kind of paint to sell. We, therefore, have no hesitation in recommending its use. But right paint or not it is possible for people to get the impression that our line is poor. NO PAINT MADE IS GOOD ENOUGH TO MAINTAIN ITS REPUTATION IN THE FACE OF SOME CIRCUMSTANCES. Suppose, for instance, that a paint, after being applied begins to peel. What is the natural result? Why the man who bought it will come to the conclusion that the paint is no good. And he will be very much annoyed at the dealer who sold it. Perhaps the dealer may be able to tell him that the fault is not in the paint, but in the way it was applied. Even so the purchaser will only half believe what is said. He will still feel that the paint was inferior; and he certainly will feel that you, the dealer, did not do the right thing. "Why," he will ask, either aloud or to himself, "did you not tell me how to apply the paint when I made the purchase?" And will there not be some reason for the question?

About Instructions.

THE NATURAL TIME FOR ALL EXPLANATIONS, it seems to me, IS WHEN THE ARTICLE IS BOUGHT. We have tried to give what advice is necessary then, and on the whole this has proved very helpful in increasing our business.

When a man comes after paint the chances are we will know for what he wants it. Perhaps we have been working on that sale for some little time. If we do know the object, then we explain very carefully what should be done to make the best possible job. There are places in the country, I know, and in the city, too, for that matter, where paint shows badly because it was applied over old paint which had commenced to peel. If the painting is to be done by a professional no instructions are needed. But a great amount of the mixed paint being used is applied by amateurs. AMATEURS CAN MAKE A GOOD JOB WITH GOOD MIXED PAINT, BUT THEY MAY NEED A LITTLE ADVICE, and I believe IT IS TO THE DEALER'S ADVANTAGE TO GIVE THIS. He needn't be afraid, the purchaser will not take offence.

Make Buyer a Booster.

Suppose we know a man wants paint for his house. Perhaps we know the house. If so we can give very accurate advice. In any case we know that the house has not been painted for some time, and we are aware that the old paint will likely be peeling. We warn him to scrape off all the old loose paint before a new coat is applied. OFTEN WE GO OUT TO LOOK AT THE WORK TO BE DONE, AND MAKE SUGGESTIONS FROM THE SPOT. It takes a little time, yes, but it pays. THAT IS ONE OF THE BEST METHODS I KNOW OF WORKING UP OTHER SALES. It makes the one using your paint a booster for it, and for you.

If we do not know the work upon which the paint is to be used we ask a few questions. We let the buyer know that we want to find out exactly how he is going to use the paint, so that we can give suggestions. He will recognize that we know, or should know, more about it than he, and he is only too pleased to secure our hints. I know there are a great many ways of booming paint sales. We are ready to try them all, and anxious to get a new idea now and then; but when all is said and done I DON'T BELIEVE THERE IS ANY WAY TO BUILD UP A PAINT BUSINESS LIKE TAKING INTEREST IN EACH INDIVIDUAL WORK WHICH IS DONE WITH YOUR PAINT. Seeing that the work is done well establishes a reputation for the line you carry. It also establishes the right kind of a reputation for you.

I think there is a great future in paint yet. The country is only commencing to be properly worked. People are taking a greater pride in their homes. They want to paint them and keep them looking their best. And barns, too,—why ten years ago a painted barn was a thing almost unheard of. There has been a difference since. To-day barns are being painted regularly. Moreover, every one painted makes other farmers think of taking a similar step. Undoubtedly there is a great deal of painting to be done, and it pays to work for these future sales.

Paint Business Has Great Possibilities

Demand is Growing Not Only With the Country, But With the Standard of Living—Interior Paints Now in Greater Demand Than Ever Before—Winter Not an Off Season.

When it comes to a question of picking men, possibilities for the future are considered by the wise employer; and the same thing should—and does—apply to selecting goods. A dealer does not like to add a line which will not endure. He is not going to put a great deal of enthusiasm into building up a demand for a class of goods which will sell for a time, and then slowly fall from favor. If the profit is large enough, handling such goods is worth while, but more worth while still is handling a line which will not only sell now, but will continue to move throughout the years. Such a line will repay labor expended on display by immediate sales. The sales, moreover, will grow with the passing years.

How Advertising Pays.

Dealers like to put energy upon a line which has possibilities, and surely none stand much higher in this class than paint. A window display of paint sells paint now, but it sells paint next year too, though that may not be evident in every case. You know that woman who came to the store asking for a floor paint which would be suitable on her kitchen. She said Mrs. ——'s floor was painted with some light color and looked very well. Where did Mrs. —— get her idea? Why, from some other woman, who got the inspiration from some of your advertising. And you ask, does advertising pay?

The great possibilities which exist for paint salesmanship is a thing well worth bearing in mind. Some dealers have lost sight of this. Others keep the future constantly before them, and are thus rapidly and steadily increasing their business.

Where is the Growth?

A salesman for a manufacturing house was talking of paint possibilities the other day. "The sales from Ontario," he remarked, "are largely the same one year as another. It is in the west that the great growth of business is."

This man, of course, had been active in the west, or he would hardly have made such a statement. If at all correct in his view he was only correct for a certain part of Ontario and for a certain part of the other eastern provinces. What he said was true for a class of dealers—for those who merely sell paint to those who ask for it, providing of course, they have the right color. But there is another class of hardware merchants in the east—men who are seeking opportunities to widen their field; who are following the times.

HIGH STANDARD OF LIVING HELPS PAINT.

When the conversation turns to the high cost of living it is wise to remember that a good deal of this high cost results from the high standard, and that the high standard helps business. It has, for instance, done a great deal to develop the paint industry. It has turned fall and winter into a good season for selling paint. It has brought varnishes and interior finishes into great favor.

There can be no doubt that at the present time the West offers a remarkable chance for paint salesmanship. Over 135 new towns, the government statistics say, have been opened between Fort William and Edmonton this year. Surely there will be paint needed there. But even in the West the great demand for paint is not all due to the growth in population. Part of it—a large part too—must be attributed to the growth in ideals. Ideals advancing means an advance in the opportunities for sales.

Beautifying the Home.

In both east and west the high standard of living has been working for the good of business in this line. People now want their homes to be beautiful. Of course this was always so, but more now than at any time in Canada's history. From time to time a lament is made anent the passing of the home. If the men who make these utterances would only consider they would find out that more money is being spent on the home now than has ever been so spent. Women are devoting their energies to making their houses attractive and beautiful. Men are taking a like interest. Anything bought for the home is not considered an extravagance, but a necessary expenditure.

What is Causing Home Interest.

This feeling has spread largely. All do not take an equal interest in their place of abode. It would be foolish to expect that. But class for class the interest in beautifying the home has grown. Just why this is so may be a little difficult of explanation. Certainly the general prosperity of the country has done something to bring about the happy state of affairs. People have more and are willing to spend more. Then the educational advertising which has been carried on has undoubtedly done a great deal. Farmers are realizing that a barn which costs them a good many hundred is worth insuring by an expenditure for a paint which will preserve. Householders are being led to see that a little painting done inside will mean much to the general appearance of the house. The better quality of the paint must also be credited with some share of the increased demand.

But after all the cause of the demand is only one side of the question. It is important to the retail dealer, as to the manufacturer, for if he can discover what has brought the demand to its present satisfactory point, he will be able to plan how to take it still further. Still the general demand is here and the dealer most of all has to consider how he can get his share of the trade which that demand provides. In doing this, he will likely be increasing the general call for paint.

More Recent Uses of Paint.

"The old order changes, yielding place to the new." No line of Tennyson's is truer than that. Carpets were in vogue. They are used yet, but rugs have sprung into great favor for certain rooms. Rugs mean bare floor space, and make floor stains necessary, in those houses or rooms not blessed with hardwood floors. Tests have shown that wall paints are more sanitary than wall papers. Wall paints, moreover, have been so improved that now the most beautiful effects may be secured with these. Why a few years ago the outside of the house was the only part which was considered when painting was mentioned. Now paint may be used to advantage all over. And it is being so used—if not in your town, then the question is why not?

The greater portion of the house painting is done in Spring and Summer. Probably a large part of the barn painting is done in fall. The winter used to be the off season, but is it now? Why is it in the winter that many floors are painted; that the need of brightening woodwork appears, and that redecorating the walls will be considered. Sales will not be as large in the cold months as in those when the weather is warm. But there will be sales. Moreover, each one of these sales is likely to bring one or more sales later on.

Step in with the Maple Leaf Fall Painting Campaign?

We are advertising to the consumer this fall—plans all laid now—to do Fall Painting? Why? Woodwork is drier—less daily rain—cool fall weather better than summer heat for new paint. You help our campaign along, because the successful results with M L Paint will help you with the local decorator and consumer. Have you a full stock of M L Paint, M L Elastilite, M L Floglaze, and M L Flat Wall Color?

IT HELPS YOU!

Our line carries with it our help in selling as well as the high quality in all our products that helps you. Every cent's worth is sold by retailers. We turn over hundreds of dollars in business to our trade, opened up by us from correspondence started through our advertising.

If you do not carry our Maple Leaf Line,

WRITE US NOW

The Answer To The Paint Question

The Paint Question hinges on quality. Paint Service must be given by paint sold by the retailer. Poor paint hurts his sales. We know one **right** answer—handle the Maple Leaf Line. This M L Line has the quality in it that carries trade growth for the retailer. Backed by our Guarantee.

M.L. Paint

is the best and purest oil paint, ready mixed with high-grade pigments perfectly ground. Good covering power — high protective and lasting power — handy size tins for local trade of every class.

M.L. Floglaze

is hard, weather-proof and wear-proof. A ready-to-use finish for floors, wainscotings, implements, furniture, buggies, etc., indoors and outdors. No limit to its uses. Easy to apply. Send for cards.

M.L. Flat Wall Colors

An excellent finish for plaster interiors. Easily applied. Many shades. Shows no brush marks. Flat finish. Can be washed. Helps the retailer sell material for interior decoration.

DECORATIVE AID TO HELP YOU GET BUSINESS

This department gives dealers free help in color schemes, with stencils for sale, etc. It also turns over local business to dealers, helping their sales. Questions answered about paint problems. All help free to M. L. Retailers. Color Cards, Samples, etc., free to Retailers. Write now. Help to push Fall Painting.

IMPERIAL VARNISH & COLOR CO., Limited
TORONTO (6-24 Morse St.)

401 Winnipeg Branch: 108 Princess St. Vancouver Branch: 365 Water St.

"STOP GUESSING"

How do you know which paint is best? Do you measure paint value by chemist's analysis of materials or by the ability of the paint to render efficient service? Men may have told you that to get good paint you must have a "pure" paint—(whatever that means).

If you know the difference between lead sulphate and lead carbonate and understand the formula 2 $PbCo_3$, or know why the best paint should be made with 44% or 69% or 91% of white lead, then a chemist's analysis might assist you—but the analysis doesn't tell anything that the Hardware man or his customers can take hold of. What you want is Paint—efficient paint, and what your customers want is results—satisfactory results, and the only measure of paint efficiency is results.

Adopt a "show me" attitude toward the salesman with the pleasant story. Have our representatives or your painter brush out some "High Standard" in comparison with other paints and you will see convincing evidence of superiority. Know which paint is best by test—stop guessing—be sure.

Lyon-Monkhouse
Limited
Salter and Flora Sts.
Winnipeg. Man.

Lowe Brothers LIMITED

TORONTO
Dayton New York
Kansas City
Boston Chicago

Weekly Market Report --- Paints

PAINT NOTES.

The week sees some changes of interest, and still more, some probable changes.

Flax seed has been fluctuating a little, but the general belief is that the crop will be in excess of the domestic needs. That is, Canada will have an exportable surplus. The price has again been reduced.

White lead remains at the price struck a fortnight ago, but another fortnight may see another upward movement. Pig lead has gone higher once more, causing white lead on the English market to follow its lead. Another rise here is likely.

Business generally is exceedingly good.

MONTREAL.

Montreal, Sept. 5.—All signs seem to point toward a period of high prices. When all is said and done there have not been as great advances in the paint market as in some other lines. The manufacturers have been a little loth to make changes, but it would seem that they will be forced in self defence to strike one or two new figures. The trend, however, is not all upward—a fact which will bring a grain of comfort to those who especially hate to see the price of a commodity rise. Flax seed is rather easier than it has been, and on the whole it appears that linseed oil will not reach the high figures of last fall.

Generally business is remarkably good. It would appear that people are coming more and more to realize that painting need not stop with the approach of winter.

Watch This Market.

WHITE LEAD.—Only ten or twelve days ago was made the last advance, which brought the price of white lead to the 8c mark. Since then there have come a number of advances in the price of pig. Indeed, at the present time pig lead is higher in price than it has been for 20 years. And it would seem that the top notch has not yet been reached. If conditions do not change the local lead men will be forced to fix a new price. On Tuesday the quotations on white lead in London went up 10s. a ton. Just another sign that an advance locally is quite likely. The manufacturers will endeavor to keep the present prices for a time, but they are likely to be raised before very long.

LINSEED OIL:—Early in the week there came disquieting rumors from the West. The weather, it was said, was so damp that harvesting the crop would be kept back. This of course, would increase the danger of loss. However, the later reports were more favorable. Indeed, flax dropped a cent in Winnipeg on Tuesday. The crop is very heavy, and now it begins to look as though Canada will have an exportable surplus.

Good Flax Outlook.

What this will mean is of course uncertain. The shortage has been a world's shortage. On the other hand the United States had an exceedingly poor crop in 1911. Now indications are that this year's crop will be more than sufficient to fill domestic needs.

Again, substitutes are being more and more used, especially for the cheaper paints. Indeed, it seems that the shortage—if a shortage there is—will not be as acute as that experienced in the fall of 1911. Just at present oil is being quoted at .83 and .86 locally, about six cents lower than last week.

TURPENTINE.—There is little of note here. Substitutes are doing something to keep the prices down. Turpentine is now quoted at .65.

Big Demand Here.

PUTTY.—The advances have had no effect on the demand which continues large. Building demands the use of a great amount of this commodity. The grinders are kept busy filling the requirements.

GLASS.—Here too the changes have not stopped ordering in the least. There is a great need of glass. Price has become secondary, the main question being how to secure the glass promptly.

MIXED PAINT.—Following a splendid spring and summer business, the ordering is now large. It seems that the demand is to keep up the year through. People are painting outdoors. Those returning from the country are finding something to do about their homes. Generally the activity is continuing. Not yet has there come that falling off in orders which enables the manufacturers to take it easy.

TORONTO.

Toronto, Sept. 5.—Business in paints and oils is on an appreciable scale and dealers are well pleased with volume of trade. Indeed, trade during the whole summer has been very satisfactory. "If there is any firm which didn't do a good business this year," said one paint man, "there is certainly something wrong."

Number of Changes.

There has again been a number of price changes. Linseed oil is again lower, although there is a feeling in some sections that a reaction may set in. Turpentine is also lower while putty is very scarce and some firms are putting up their prices.

WHITE LEAD.—White lead is steady to firm at last week's advanced price. It is now at $8.15, but it seems quite probable that before long another upward movement will be seen. Pig lead has been mounting upward.

As for supply, situation is hardly so acute as a while ago, but it is by no means back to normal as yet.

Oil Down Again.

LINSEED OIL.—Linseed oil has apparently got the habit. Another reduction of 2 cents has been registered during the week, bringing it down to 85 cents for raw and 88 cents for boiled. However, there are those who believe that this order of things will not be maintained, although it is difficult to predict. Rain has apparently had some little adverse effects on flax crops. The English market has already taken on an advancing tendency.

TURPENTINE.—A 2 cent reduction has taken place in turpentine in sympathy with conditions on primary market. Price is now down to 63 cents. There is a good demand.

Putty Going Up.

PUTTY.—As reported last week, the supply of putty at present is rather small. Following advances in other quarters, there is a tendency here to raise prices. Indeed, one firm is sending out notices of a ten cent advance this week. It is felt that the higher price will shortly become general.

GLASS.—The higher quotations on glass made last week by a number of firms appear to be becoming general. There have been advances in this line in Belgium and naturally local dealers have to keep pace. This was by no means unexpected, although the change was rather slow in coming. Many retailers laid in a supply previous to advance.

WINNIPEG.

Winnipeg, Sept. 2.—As predicted in these columns for some time easier prices prevail in raw and boiled linseed oils which have dropped 5 cents per gallon. Further reductions are not improbable. Local dealers report active trade in window glass and glaziers' supplies. Paints and oils especially lubricators are moving freely. The business prospect is excellent.

B-H "ENGLISH" PAINT

70% PURE WHITE LEAD – 30% PURE WHITE ZINC

100% PURE PAINT

Why Experiment when you don't have to?

You can settle the question of quality in paint for yourself and your customers at once and for all time, by handling a paint bearing a **formula guarantee** showing it is made on a white base of 70 per cent. pure white lead and 30 per cent. pure white zinc—100 per cent. pure paint.

This is the guarantee on every can of B-H "ENGLISH" Paint.

And all this large percentage of white lead is Brandram's B.B. Genuine—The standard of the world. We are in a position to use this large proportion of white lead because we are corroders and grinders of white lead—the only paint makers in Canada who corrode and grind white lead.

You recognize, and your customers recognize, that this guarantee formula means the highest grade of goods that can be made. It settles the question of quality—and **quality counts.**

Highest quality paint **brings customers,** brings them **back again**—and **their friends** with them.



Highest quality paint gives you confidence, and your clerks confidence, to go after business and to get business.

Write to-day for dealers' price list and data on the 1912 Fall Advertising Campaign back of B-H "English" Paint. Address our nearest office.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's, per lb..8 50 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 60c.; Imperial tough, 50c.; White Brass, 48c.; Metallic, 45c.; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Alluminoid, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 5c. per lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c.; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co.—Magnolia, 25c.; Defender, 20c.; Mystic, 17c.; Kosmic, 15c.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 40
Heads, per 100 lbs.	2 65	2 65
Tank plates, 3-16 inch	2 50	2 50
Tubes, per 100 ft., 1½ in..	9 95	10 00
" " 2 "	8 65	8 70
" " 2½ "	11 00	11 00
" " 3 "	12 60	12 70
" " 3½ "	15 75	15 80
" " 4 "	20 20	20 30

BRASS.

Spring sheets, up to 20 gauge.. 0 27
Rods, base ½ to 1 inch, round. 0 23
Tubing, seamless base, per lb.. 0 26
Tubing, iron pipe size, 1 inch base 0 26
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.
Casting ingot	$19 00
Cut lengths, round bars, ½ to 2 in.	27 00
Plain sheets, 14 oz., 14x48 inches, 14x60 inches	29 00
Copper sheet, tinned, 14x60, 14 oz.	30 00
Copper sheet, planished, 14x60, base	37 00
Brazier', insheets, 6x4	29 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto
Canadian foundry, No. 1		19 50
Canadian foundry, No. 2		19 00
Middlesboro, No. 3 pig iron	18 00	19 00
Summerlee, No. 2 pig iron	20 00	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles $ base	2 50	2 50
Common bar, per 100 lb.	1 90	2 05
Forged iron, per 100 lb.	2 05	2 20
Refined iron, per 100 lb.	2 15	2 30
Horseshoe iron, per 100 lb.	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

Cold Rolled Shafting.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 inch	0 05½
1 7-16 to 3 inch	0 65

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal.	Toronto
10 gauge	2 50	2 60
12 gauge	2 40	2 65
14 gauge	2 30	2 45
17 gauge	2 30	2 55
18 gauge	2 30	2 55
20 gauge	2 30	2 55
22 gauge	2 35	2 65
24 gauge	2 35	2 65
26 gauge	2 45	2 75
28 gauge	2 50	2 90

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
20x28x80	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 gauge, per square	5 00
26 gauge, per square	3 85
28 gauge, per square	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 gauge, American	3 85	3 50
28 gauge, (26 English)	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE

	List	Black	Galv.
¼-inch and ⅜ inch	$ 5 50	65 p.c.	50 p.c.
½ inch	8 50	70 p.c.	59 p.c.
¾ inch	11 50	74 p.c.	64 p.c.
1 inch	16 50	74 p.c.	64 p.c.
1¼ inch	22 50	74 p.c.	64 p.c.
1½ inch	27 00	74 p.c.	64 p.c.
2 inch	36 00	75½p.c.	65½p.c.
2½ inch	57 50	75½p.c.	65½p.c.
3 inch	75 50	75½p.c.	65½p.c.
3½ inch	95 00	74 p.c.	64 p.c.
4 inch	108 00	74 p.c.	64 p.c.

IRON PIPE FITTINGS

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 65 p.c., 7 and 8 in. pipe, 50 p.c. Light pipe, 60, fittings, 70 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00.

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15x24, $2; 18x30, $2.35; 18x36, $3.50.

HEATING APPARATUS

Hot Water Boilers—47 and 15 p.c.
Hot Water Radiators—45 and 15 p.c.
Steam Radiators—46 and 15 per cent.
Wall Radiators—40 and 15 per cent.
Specials—25 p.c.

OLD MATERIAL

Dealers' buying prices:	Montreal	Toronto
Heavy ocpper and wire, lb.	0 11	0 11¼
Light copper bottoms	0 09	0 09¾
Heavy red brass	0 10	0 10¼
Heavy yellow brass	0 08	0 08¼
Light brass	0 06	0 06¼
Tea lead	0 02¼	0 02¼
Heavy lead	0 02¾	0 02¾
Scrap zinc	0 03	0 04
No. 1 wrought iron	0 02	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal
Domestic (Trail) pig, 110 lbs.	6 00
Imported pig, per 100 lbs.	6 00
Bar pig, per 100 lbs.	6 25
Sheets, 2½ lb. sq. ft., by roll	6 25
Sheets, 3 to 6 lb., ft.	6 50

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¾c. per lb. extra.

LEAD PIPE.

Lead pipe, 7½c. 5 p.c. discount.
Lead waste pipe, 9c. 5 p.c. discount.
Traps and bends, 40 per cent.

SOLDER.

Per lb.	Montreal.	Toronto
Bar, half-and-half, guarant'd	0 27½	0 27½
Wiping	0 24½	0 25

SHEET ZINC.

5-cwt. casks	8 25	8 00
Part casks	8 50	8 50

SPELTER.

Foreign, per 100 lb.	7 50	7 25

TIN AND TINPLATES.

Lamb and Flag and Straits—
56 & 28-lb. ingots, 100 lbs. $54 00 $50 00
Redipped Charcoal Plates—Tinned M L S, Famous (equal Bradley)

	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50
I. X., 14x20 base	5 50
I. X. X., 14x20 base	6 50

Bright Cokes
Bessemer Steel—

I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne
Dean or J. G. Grade—

I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.
Cookley Grade—

XX, 14x56, 50 sheet bxs.)	
XX, 14x60, 50 sheet bxs.)	7 00
XX, 14x65, 50 sheet bxs.)	

Tinned Sheets.

72x30 up to 24 gauge, case lots	8 00	7 35
72x30 up to 26 gauge, case lots		7 85

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.
High Carbon, No. 9, $2.00 in cars.
Fine Steel Wire.
Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c.; oiling, 10c.; in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c.; in 1-lb. hanks, 25c.; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c.; packed in casks or cases, 15c.; bagging or papering, 10c.

Hay Wire in Coils.
$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

Galvanized Wire.
From stock, f.o.b. Montreal—100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55; 14, $3.15. In car lots straight or mixed.

Poultry Netting.
2-in. mesh, 19 w.g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.
Smooth Steel Wire.
No. 0-9 gauge, $2.25 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra. Add 60c for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c, spring wire $1.25, bright soft drawn 15c, charcoal (extra quality) $1.25, packed in casks or cases 15c, bagging and paperings 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles 25c, in 1-lb. hanks, 50c, in ½-lb. hanks, 75c., in ¼-lb. hanks, $1.
Wire Cloth.
Painted Screen, in 100-ft. rolls, $1.85 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

Wire Fencing.

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33 1-3 p.c. small lots; extra 5 p.c.
F.O.B. Montreal.
Wire Rope.
Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅝, $5, 1 inch, $15.10. Per 100 feet f.o.b. Toronto.
Wrought Staples.

Galvanized	2 80
Plain	2 60

PAINTS, OILS AND GLASS.

Barn Paint.

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

Beeswax.

Per lb.	0 40

Chemicals.

In casks per lb.	
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 06
" flaked	0 06¼
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

Colors in Oil.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb. irons	0 05

Enamels.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.

	Per lb.
French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" solder sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Perfection amber ground, No. 1230 0 13
Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c, ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL.	0 11¾
CL.	0 12
C.	0 11

Paris Green.

	Montreal	Toronto
Drums, 50 and 100 lbs.	0 18¾	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20¾
" ½-lb. "	0 22½	0 22¾
Tins, 1-lb., 100 in case	0 21½	0 21¾

Paris White.

In bbls.	0 80

Pigments.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

Prepared Paints.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English"	2 00
Ramsay's paints, pure	1 70
Ramsay's paints, Thistle	1 40
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	
Jamieson's Crown and Anchor brand	1 60

Plaster of Paris.

Per barrel	0 30

Pine Tar.

Half-pint tins, per dozen	0 60

Putty.

	Standard
Bulk in casks	2 30
" 100-lb. drums	2 50
Bladders, in bbls.	2 80

Red Dry Lead.

Genuine, 560 lb. casks, per cwt	4 75	5 75
Genuine, 100 lb. kegs "	5 25	6 50
No. 1 casks, per 100 lbs.	4 25	4 25
No. 1 kegs, per 100 lbs.	4 75	4 75

Shingle Stains.

In 5-gallon buckets	0 75

Turpentine and Oil.

	Montreal	Toronto
Can. Prime white petroleum, gal.	0 14	0 13
U.S. Water white "	0 15½	0 14½
U.S. Pratt's astral "	0 19	0 16½
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.		0 23½
Benzine, per gal. single bbls		0 21½
Pure turpentine, single bbls	0 65	0 63
Wood Turpentine		0 60
Turpentine, second run		0 60
Linseed Oil " Raw	0 83	0 85
" " boiled	0 86	0 88
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

Varnishes.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 20
" No. 1		0 95
" Union		0 90
Light oil finish		1 35
Gold size japan		2 00
Turps, brown japan		1 80
No. 1 brown japan		1 10
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 75

WHY ARE SO MANY PROMINENT DEALERS AGENTS FOR MINERVA PAINTS?

Because they are convinced that MINERVA PAINT, the famous British Brand, covers better and wears longer.

And that our entire effort is directed to increase the agents' volume of business.

Put the success of your Paint Department in our hands. You will never regret it.

Ask any Minerva Agent for his opinion of the MINERVA PROPOSITION.

Pinchin, Johnson & Co., (Canada) Limited

377-387 Carlaw Avenue - - TORONTO
128 Princess Street - - - WINNIPEG

DISTRIBUTORS AT CONVENIENT SHIPPING POINTS

REGINA—Peart Bros. Hardware Co., Ltd., Distributors for Southern Saskatchewan.
SASKATOON—The Saskatoon Hardware Co., Ltd., Distributors for Northern Saskatchewan.
CALGARY—The Western Supply & Equipment Co., Ltd., Distributors for Southern Alberta.
EDMONTON—The Western Supply & Equipment Co., Ltd., Distributors for Northern Alberta.
VANCOUVER—Wm. N. O'Neil Co., Ltd., Distributors for British Columbia.
LETHBRIDGE—The Western Supply & Equipment Co.

N.33

Steel Tanks and Self-Measuring Pumps for Paint Oils

They avoid all the loss and inconvenience sustained under the old method. The steel tanks are air-tight and will not permit the oil to gum or stick. The pumps measure the oil according to the Imperial Standard, directly into the customer's can. They count the gallons pumped and compute the charge for fractional gallons.

THE BOWSER PAINT OIL SYSTEM

will put every cent of profit into your pocket, where it belongs. With a Bowser your paint oil department will be as clean and inviting as your shelf hardware department. It draws trade.

Why not investigate now and increase your paint oil profits. Your fellow merchants are using them. They'll help you. Ask for book No. 15.

S. F. BOWSER & COMPANY, INC., TORONTO

66-68 FRASER AVENUE

For Twenty-seven Years Manufacturers of Self-measuring Pumps, Tanks, Gasoline and Oil Storage Systems, Dry Cleaning Systems, etc.

Do you know any of these Bowser users?

James Walker Hdw. Co., Montreal.
Noden, Hallit & Johnson, Toronto.
Delormier Hdw. Co., Montreal.
Central Hdw. Co., Ottawa, Ont.
J. N. McGregor, Oakville, Ont.
La Cie M. McLaughlan, Ltd., Boutouche, N.B.
W. J. Robinson, Bassons, Alta.
Turner-Hicks Hdw. Co., Calgary.
Burchill Hdw. Co., Burchill, Sask.
J. B. Kernaghan, Prince Albert, Sask.
W. F. Lawrence, Maple Creek, Sask.
Saskatoon Hdw. Co., Saskatoon, Sask.
Campbell & Togo, Transcona, Man.
C. C. Falconer Co., Winnipeg, Man.
Tourtellott Hdw. Co., Port Arthur, Ont.
May Bros., Toronto.
H. Stainton (People's Hdw. Co.), Toronto.
Central Hdw. Co., Ottawa, Ont.
P. Guenette, Dorval, Que.
Hercule Masson, Terrebona, Que.
Henri Gougheon, Montreal.
J. O. Fauteaux, Montreal.
Sommerville Hdw. Co., Edmonton, Alta.
Daniel Glockzin, Czar, Alta.
Swift Current Hdw. Co., Swift Current, Sask.
Samuel Hobbs, Toronto.
Geo. Ecclestone, Bracebridge.
J. H. Ashdown, Calgary.

Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish.	2 50
Canada Paint Co.'s sun varnish.	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Ltd. "Gold Medal," in cases	2 25
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 65
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange shellac varnish, in barrels	1 60
No. 1 orange shellac varnish, in barrels	1 30

Window Glass.

Size United Inches.	Double Star	Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 25 p.c.
Montreal prices, no discount.

Size United Inches	Star
Under 26	$ 3 05
26 to 40	3 25
41 to 50	3 65
51 to 60	3 90
61 to 70	4 15

White Lead Ground in Oil.

	Montreal Per 100 lb.	Toronto
"Anchor," pure	7 80	7 95
Brandram's B.B. Genuine.	8 80	8 95
C.P.C. decorators, pure	7 80	7 80
Crown and Anchor, pure.	7 80	8 95
Elephant, Genuine	8 05	8 20
Essex Genuine (Windsor).	....	7 55
Island City Decorators' pure	7 80	7 95
Lily Pure	7 80	7 95
Moore's Pure White Lead	....	7 95
Monarch (Windsor)	....	8 05
Munro's Select Flake White	8 05	8 20
Purity, C.O. Co.'s Ltd.	....	7 65
Ramsay's Pure Lead	7 80	7 95
Ramsay's Exterior	7 55	7 70
Sterling Pure	....	7 95
Tiger Pure	7 80	7 95

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

White Zinc (Dry)

Extra Red Seal, V.M.	0 07½

White Zinc in Oil.

Pure, in 25-lb. irons	0 10
No. 1 " "	0 07
No. 2 " "	0 06½

Whiting.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE.

Adzes.

Carpenters', per doz.	12 50	14 00
Plain ship "	18 00	22 00

Axles and Hatchets.

Single bit, per doz.	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	5 50
Barrell hatchets	5 50	6 85

Anvils.

Buckworth, per lb.	0 10¼

Ammunition.

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust, $3.90 per 100 lbs., net list; cash discount, 2 per cent. 30 days; net extra as follows, subject to cash discount only; Chilled, 40c; buck and seal, 80c; no. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

Augers and Bits.

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	
Tobin High Speed Bits, 50 and 10.	
Tobin Never Choke, 60 and 10.	

Barn Door Hangers.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 00
Double strap hangers, dozen sets	....	6 50
Standard jointed hangers, dozen sets	....	6 45
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	6 50
Sovereign	....	7 25
Chicago Friction, Oscillating and Twin Hangers, 5 per cent.		Big
Steel, track, 1 x 3-16 in. (100 ft.).		3 25

Barn Door Latches.

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

Bells.

Door bells, push and turn, 45 and 10 p.c.	
Cow bells, 65 p.c.	
Sleigh bells, shaft and hames, pair, 22c up.	
Sleigh bells, body straps, each, $1.15 up.	
Farm bells, No. 1, $1.65.	

Belting.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10.
Agricultural, not wider than 4 in., 75 per cent.
Lace leather, per side, 80c; cut laces, 85c.

Bird Cages.

Brass and Japanned, 40 p.c.

Bolts and Nuts. Per cent.

Carriage Bolts, common, new, $1 list.	
Carriage Bolts, ⅝ and smaller	70
Carriage Bolts, 7-16 and up	
Carriage Bolts, Norway Iron ($3 list)	60
Machine Bolts, ⅝ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅝ and less	60 and 10
Sleigh Shoe Bolts, 7-16 and larger	55 and 05
Coach Screw, new list	7
Nuts, square, all sizes, 4¼c per lb. off.	
Nuts, hexagon, all sizes, 4¼c per lb. off.	
Stove rods, per lb., 5½ to 6c.	
Stove Bolts, 80.	

Building Paper, etc.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2 "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain and tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb	1 90
Pitch, Boston or Sydney, per 100 lbs.	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32" & 60", per 100 lb.	3 00
2 Ply Ready Roofing, per sq.	0 70
3 Ply Ready Roofing, per sq.	0 95
2 Ply complete, per roll	1 15
3 Ply complete, per roll	1 35
Liquid Roofing Cement, brls., per gal.	0 15
Liquid tins Cement	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb.	0 06
Nails, per lb.	0 05
Mop cotton, per lb.	0 15

Butts.

Plated, bower barff & Nickel, No. 241, 45 per cent.	
Wrought brass, 45 p.c. off revised list.	
Cast iron loose pin, 60 p.c.	
Wrought steel fast joint and loose pin, 70 p.c.	
Crescent brands, 70 per cent.	

Cement and Firebrick.

Canadian Portland, bags, per bbl.	1 55 1 70
White Bros. English	2 00 2 05
"Lafarge" cement, in wood.	.... 3 40
Fire brick, Scotch, per 1,000	23 00 28 00
" English	17 00 21 00
" American, low	23 00 25 00
" " high	27 50 35 00
Fire clay (Scotch), net ton	.... 5 50

Chalk and Pencils.

Carpenters Colored, per gross	0 65 0 80
" lead pencils, p. gr	2 40 6 75

Chisels.

Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

Chain.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

Churns.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

Clamps.

Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 50
Carpenters, 3 feet	3 50

Conductor Pipe.

2 inch, in 10 foot lengths	3 30
3 " " "	4 00
4 " " "	5 25
5 " " "	7 25
6 " " "	8 80

Cotter Pins.

Cotter pins, 90 p.c. Montreal.

Copper and Nickel Ware.

Copper boilers, kettles, 50 and 5 p.c.
Copper tea and coffee pots, 40 & 5 p.c.
Copper pitts, 30 and 5 p.c.
Foundry goods, hollow ware, 45 p.c.

Door Knobs.

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

Door Sets.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

Door Hangers (Parlor)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

Door Springs.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

Draw Knives.

Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80

Drills.

Bit stock drills, 2-32 in., doz.	0 87

Escutcheon Pins.

Steel, discount 50 per cent.
Brass, 55 per cent.

Eavetroughs.

8 inch in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c per 100 ft. O.G. Round Bead Trough.

Factory Milk Cans.

Milk cans and pails, 35 p.c.
Hand delivery and creamery cans, 40 p.c.
Railways cans, 45 p.c.
Cream cans, 40 p.c.
Creamery trimmings, 75 and 12½ p.c.

Faucets.

Common, cork-lined, 35 per cent

Farrier Knives.

Buckworth, 50 p.c.

Files and Rasps. Per cent.

Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	80 and 10
Delta Files	80
Nicholson	62 2-3
Jowett's (English list)	27½
Spear & Jackson (English list)	35

Forges.

Blacksmiths portable, 135 lbs.	9 85

Galvanized Ware.

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

Grindstones.

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10

Smaller sizes extra.

Hammers.

Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 50
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 06
Sledge, Masons, 5 lbs. and over.	0 08
Sledge, Napping, up to 2 lbs.	0 09

Harvest Tools.

50 and 5 per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

Halters (Snap and Ring).

Jute Rope, ⅝-inch, per gross	8 00
" " ½-inch, per gross	10 50
" " ⅝-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1¼-inch, per doz.	5 20
Web	2 45

Sisal Halters (Snap and Ring).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

Hinges.

Blind, discount 50 per cent.

Heavy T and strap, 4-in., 100 lb. net	7 25
Heavy T and strap, 5-in., 100 lb. net	7 00
Heavy T and strap, 6-in., 100 lb. net	6 75
Heavy T and strap, 8-in., 100 lb. net	6 50
Heavy T and strap, 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge— under 12 in., per 100 lb.	4 00
over 12 in., per 100 lb.	3 50
Crate hinges and back flaps, 65 and 5 p.c.	
Chest hinges and hinge hasps, 65 p.c.	

Hinges (Spring)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.50; No. 51, $7.76; No. 129, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro., $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

Hooks.

Wrought iron hooks and staples— ¼ x 5, per gross	2 25
5-16 x 5, per gross	3 40
Bright wire screw eyes, 60 p.c.	
Bright steel gate hooks and staples.	
Iron screw hooks, 60 and 20 p.c.	
Iron gate hooks and eyes, 60 & 20 p.c.	
Crescent hat and coat wire, 60 p.c.	
Stove pipe eyes, kitchen and square hooks, 60 p.c.	

Horse Nails.

M.R.M. cold forged process list, 10th January, 1912.

Size	Length	Price per 25-lb. box.
Nos. 3	1⅝-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2¼	2 75
9	2 11-16	2 60
10	2⅝	2 50
11	3 1-16	2 45
12	3¼	2 45

Horseshoes.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.80; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

Horse Weights.

Taylor-Forbes, 4¼c.

Ice Cream Freezers.

White Mountain, 5c per lb.

Knives.

Hay knives, net list.
Clauss, 50 and 25 per cent.

Kitchen Enameled Ware.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 80 and 10 per cent.
Pearl, Imperial, and granite steel, 60 and 10 per cent.
Premier steel ware, 60 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 60 per cent.

Kitchen Sundries.

Asbestos mats, 50 p.c.	
Can openers, per doz.	0 60 0 75
Mincing knives, per doz.	0 50 0 90
Potato mashers, wire, per doz.	0 60 0 70
" wood, per doz.	0 80 0 85
Vegetable slicers, per doz.	.... 2 25
Universal meat chopper, No. 1	.... 1 15
Enterprise chopper, each	.... 1 30

Spiders and fry pans, 50 and 5 per cent.

Star A1 chopper, 5 to 32	1 25 4 10
" 100 to 155	1 75 2 00
Kitchen hooks, bright	.... 0 60

Toasters, 50 per cent.
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

Ladders.

3 to 6 feet, 12c per foot; 7 to 1 ft., 15c.
Extension ladders, 15c per foot up.

Lanterns.

Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast, per doz.	6 85
Lift Tubular and Hinge Plain, per doz.	5 00

Japanning, 50c per dozen extra.
Prism globes, per dozen, $1.30.
Lamp wick, 50 per cent.

Lawn Hose.

Competition grade lawn hose, 70 and 5.

Lawn Mowers.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25; 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

Locks and Keys.

Canadian, 45 and 10 per cent.

EVERY DEALER SHOULD SELL **Black Diamond Roofing**



It is the "Repeat Order Kind"

The quality is absolutely uniform, and we **guarantee** it so.

Black Diamond Roofing has stood the test of years and still retains its reputation as a leader.

Investigate this roofing—write for full particulars and prices.

Let us also quote prices on our high grade **Wrapping Papers.**

F. J. COX, Winnipeg—Sole Agent for West

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

Increase Your Sales

by selling goods that create enthusiasm among users. These kind of goods can be easily obtained in



HEINISCH SHEARS

The dealer will find it a pleasure to handle them, as they bring good profits, and guarantee him against come-backs. High quality and perfect temper does it. We also manufacture Tailors' Shears, Trimmers, Tinners' Snips, etc. Ask your jobber for them.

R. HEINISCH'S SONS COMPANY **Newark, N.J., U.S.A.**

Friedr. Baurmann & Sons, Solingen, Germany

Manufacturers of High Grade Razors and Safety Razors



"DWARF" brand RAZORS

Will bring you satisfied customers. Made of the best English Crucible Steel—guaranteed hand forged and hand ground—very carefully tempered by special secret process, ensuring highest results.

Write for our catalogue.

Canadian Agents:
Hupfeld Ludecking & Co.
Montreal, - Box 1076

HARDWARE AND METAL

Lumbermen's Supplies.

Cant hooks, dozen, from 12 00
Axes, dozen, from 6 00
Axe handles, dozen, from 1 15
Cross cut saws, per foot 0 25 0 43
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

Malleta.

Tinsmiths', 2½x5½ in., per doz.. 1 25
Carpenters', round hickory, 6 in., per doz. 1 85
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 8, oak, per doz.... 15 00

Mats.

Wire door mats, standard, 16x24, doz. 9 00

Metal Polish.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in pkge 6 50

Miners Supplies.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lb., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

Mops and Ironing Boards.

Mops, per doz. 1 20 1 50
Folding ironing boards 16 25 18 00

Nails.

Wire
1—1½ inch 3 30
1¼ inch 3 00
1⅛—1¾ inch 2 75
2—2¼ inch 2 65
2⅛—2¾ inch 2 50
3—3¼ inch 2 45
3⅛—4 inch 2 40
4½ inch 2 35
5, 5½, 6 inch (base) 2 30
Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

Oakum.

Plumbers....per 100 lb. 4 50

Oilers.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen..... 10 00
Davidson oilers, 40 per cent.
Tinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

Plated Goods.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 10; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

Pieced Ware.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

Planes.

Wood bench, Canadian, 40, American, 25 per cent.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

Pliers and Nippers.

Button's genuine, 37½ to 40 per cent.

Plough Lines.

Russian snap .....per gross 30 00
Indian snap ..... " 25 00

Pumps.

Berg's wing pump, 75 per cent.

Razors.

	per doz.	
Boker's	7 50	11 00
Boker's King Cutter	....	15 00
Henckel's	7 50	20 00
Gillette Safety, each	....	3 75

Star Safety Razor, 33 1-3 p.c.

Rope and Twine.

Sisal rope 0 09¼
Pure Manila Rope 0 13½
"British" Manila 0 10¼
Cotton, 3-16 inch and larger..... 0 24
Russia Deep Sea line, ¼ in. diam. and over, 17; under ¼ in., 18.
Jute, ⅝ and upwards, 10c; under ⅜, 10½c.
Lath yarn, single 0 08½
Lath yarn, double 0 08½
Sisel bed cord, 48 feet, per doz.. 0 65
Sisel bed cord, 60 feet, per doz. 0 80
Sisel bed cord, 72 feet, per doz. 0 95
Cotton clothes line, 18 per cent. off.
Bag, Russian twine, per lb. 0 27
Wrapping, cotton, 3-ply twine... 0 26
" " 4-ply twine... 0 30
Mattress twine, per lb. 0 45
Staging " " 0 35

Refrigerators.

Sanderson-Harold, 40 per cent.
Galvanized, 45 per cent.

Rivets and Burrs.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 7½ per cent.
Copper Burrs only, 22½ per cent.
Extras on Coppered Rivets, ½-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.
Tinned Rivets, net extra, 3c per lb.
Coppered Rivets, net extra, 2½c per lb.

Rivet Sets.

Canadian, 35 to 37½ per cent.

Rules.

Boxwood, No. 68, 2 foot, doz..... 1 15
Ivory, No. 1282, 2 foot, each 3 50

Sad Irons.

Mrs. Potts, No. 55, polished, per set 0 80
Mrs. Potts, No. 50, nickel-plated, per set 0 85
Mrs. Potts, handles, japanned, per gross 8 40
Common, plain 4 25
" plated 5 50
Asbestos, per set 1 50

Sand and Emery Paper.

Sand and emery paper, 40 per cent.

Sash Weights.

Sectional, 1 lb. each, per 100 lb... 2 25
Sectional, ½ lb., each, per 100 lbs 2 40
Solid, 3 to 30 lbs. 1 55

Sash Cord.

No. 8, per lb. 0 33

Saws.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

Saw Sets.

Canadian discount, 40 per cent.

Screen Doors and Windows

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

Scales.

Gurney Standard, 35; Champion, 50 per cent.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45, Weigh Beams, 30.

Scythe Snaths.

Canadian, 40 per cent.

Screws.

	Per cent.
Wood F.H., bright and steel...	85 10 12½
" R.H., bright	80 10 12½
" F.H., brass	75 10 12½
" R.H., brass	70 10 12½
" F.H., bronze	70 10 12½
" R.H., bronze	65 10 12½
Drive screws	85 10 12½
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	$5 00
" iron, per doz.	4 25

Screws (Machine).

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 p.c.

Screw Drivers.

Sargent's, per dozen 0 65 1 00
North Bros., No. 30, per doz. 16 80

Scissors and Shears.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

Shelf Brackets.

No. 140, 65 and 10 per cent.

Skates and Hockey Sticks.

Starr skates, 37½ per cent.
Boker, hockey, 30c upwards; spring
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks, net, $1.50.

Shovels and Spades.

Canadian No. 1 grade, 60 and 2½ p.c. off; No. 2 grade, 55 and 2½ p.c. off; No. 4 grade, 45 and 5 p.c. off.
Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ per cent.

Scoops.

Grade 1, 2, 3, 50 and 5 per cent. off.
Grade 4, 50 per cent. off.

Squares.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

Snaps.

Harness, 25 per cent.

Soldering Irons.

Base, per lb., 28 cents.

Stamped Ware.

Plain, 75 and 12½ per cent.
Retinned, 75 and 5 per cent.
Tinners' trimmings, 75 and 5 p.c.

Sap Spouts.

Bronzed iron with hooks, per 1,000 7 50
Eureka tinned steel, hooks, per 1,000 ..... 8 00

Staples.

Poultry netting, 100 lbs. 5 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 0 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

Stable Fittings.

Dennis Wire & Iron Co., 33 1-3 p.c.

Stove Boards.

Lithographed, 60 and 10.

Stovepipes.

5 and 6 inch, per 100 lengths..... 7 62
7 inch, per 100 lengths 8 18
Nestable, 40 per cent.

Stovepipe Elbows.

5 and 6-inch, common, per doz... 1 22
7-inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, 70 per cent.

Stocks and Dies.

No. 20 Beaver Die Stock 18 75

Stones—Oil and Scythe.

Washita .....per lb.		0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	....	0 10
Deer Creek	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 42
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe .....per gross		3 50	5 00

Tacks, Brads, Etc.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

Tape Lines.

Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., ea. 0 94
" steel, No. 264, 66 ft., each 3 50
Chesterman's linen, No. 1822, 66 ft. each 1 10
Chesterman's Metallic, No. 1821.. 1 95
" Steel, No. 1840, 50 ft.. ....

Trowels.

Disston's, 10 per cent.

Thermometers.

Tin ease and dairy, 75 to 75 and 10 p.c.

Tinners' Snips.

Discount 35 per cent.

Tinners' Trimmings.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

Traps (Steel Game).

Newhouse, 30 per cent.
Hawley & Norton, 45, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 60, 10 and 5 p.c.

Traps (Rat and Mouse)	Doz.
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 90
Blizzard Mouse Traps	0 45
" Rat Traps	0 90
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 50
5-Hole Tin Chokers	0 50

Vises.

Per pound 0 12 0 12½
Hinged pipe vise, 25 lbs.... .... 3 55
Saw vise 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

Washing Machines.

New Ontario 41 25
Round, re-acting, per doz. 81 25
Square, re-acting, per doz. 77 50
Dowswell 52 50
New Century, Style A 101 25
Ideal Power 180 00
Daisy 73 25
Stephenson 74 00
Puritan Motor 165 00
Connor, improved 52 50
Ottawa 55 00
Connor Ball Bearing 112 50
Connor Gearless Motor Washer... 180 00
20 per cent.

Wringers.

Royal Canadian, 11 in., doz. 47 75
Eze, 10 in., per doz. 46 75
Bicycle, 11 inch 60 50
Trojan, 12 inch 100 00
Challenge, 3 year, 11 inch 53 25
Ottawa, 3 year, 11 inch 58 25
Favorite, 5 year, 11 inch 61 75
20 per cent.

Wheelbarrows.

Navvy, steel wheel, dozen 21 20
Garden, steel wheel, dozen 32 40

Whiffletrees.

Tubular steel whiffletrees, 28 in...			0 70
" " "	34 in...		1 00
" " "	36 in...		1 25
" " neckyokes, 36 in....			1 05
" " doubletrees, 40 in..			0 95
" " lumbermens, 44 in..			1 15

Wood Handles.

Second growth ash fork, hoe, rake and shovel handles, 40 per cent.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Carriage neckyokes and whiffletrees, ash 35, hickory, 40 per cent.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 per cent.
All other ash goods, 40 per cent.
All hickory, maple and oak goods, 35 per cent.

Wrenches.

Agricultural, 67½ per cent.

Wrought Iron Washers.

Canadian, 50 per cent.

WINNIPEG HARDWARE QUOTATIONS.

Ax Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

Augur Bits—"Irwin" bits, 47½; other lines, 70 and 10 per cent.

Barb Wire—Lyman 4 pt., $1.86 f.o.b. Fort William; $2.26 per spool of 80 rods f.o.b. Winnipeg; Guidden 2 pt., $1.74 f.o.b. Fort William; $2.12 per spool of 80 rods f.o.b. Winnipeg; Baker 2 pt., $1.73 f.o.b. Winnipeg; Waukegan 2 pt., $1.74 f.o.b. Fort William; $2.12 per spool f.o.b. Winnipeg; Alberta 2 pt., $1.73 f.o.b. Fort William, $2.05 per spool f.o.b. Winnipeg; American special, 2 pt., $1.45 f.o.b. Fort William; $1.73 per spool f.o.b. Winnipeg; plain twist, $2.80 f.o.b. Fort William, $3.20 per 100 lb., f.o.b. Winnipeg; coil spring wire, No. 9, $2.07 per 100 lbs., Fort William; $2.50 at Winnipeg.

Bolts—Carriage, ⅝ and smaller, 65; 7-16 and larger, 55; machine, ⅝ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3 small lots, 2½; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—$3.15 per keg base. Wire nails, base, $2.80 Winnipeg; $2.35 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.
Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates—Half-polish, 6 and 7-inch, $3.50; 8-inch, $3.75; full polish, 6 and 7-inch, $4.35; 8-inch, $4.60.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

Galvanized iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾ oz., $4.80; Queen's Head, 20, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware—37½ per cent.
Grindstones—Per 100 lb., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

Harvest Tools—50, 5 and 5 per cent.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, $3.75; grass, $1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe—Black, per 100 feet: ¼ inch, $2.35; ⅜ inch, $2.40; ½, $3.25; ¾, $3.80; 1 inch, $5.55; 1¼, $7.55; 1½, $9.00; 2, $11.40; 2½, $18.25; 3, $24.00; 3½, $31.50; 4, $36.00; 5, $45.45; 6, $58.90.

Galvanized pipe—½ inch, $4.30; ¾, $5.15; 1 inch, $7.70; 1¼, $10.00; 1½, $12.00; 2 inch, $15.50; 2½, $25.80.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting—67½ per cent.

Pig Lead—$6. Lead Pipe—Full coil, $7.25 per cwt.; cut coil, $8.25 per cwt.

Lead Waste—$7.00.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 9¼c; Pure Manila, 13½c; British Manila, 10¼c; lath yarn, 9c.

Staples—Bright wire, $2.50 f.o.b. Fort William; $2.90, Winnipeg.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ per cent.; No. 3, No. 4, 50 and 2½ per cent.; No. 1 scoops, 50 and 5 per cent.; all other grades, 45 and 5 per cent.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $32 per cwt.

Screws—Bright iron round head, 82½ and 10 p.c.; flat head, 87½ and 10 per cent.; round head, brass, 72½ and 10 per cent.; flat head, brass, 77½ and 10 per cent.; coach, 65 per cent.

Staples—Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

Linseed Oil—Raw, per gal., $1.00; boiled, per gal., $1.03.

Turpentine—Per gal., barrel lots, 80c.

Dry Colors—White lead in ton lots, decorators' pure, $8.75; decorators' special, $7.75; in small lots advance price 25 cents per cwt.; red lead, kegs, $6.50; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxides, in casks, 3½c; less quantities, 4c per lb.

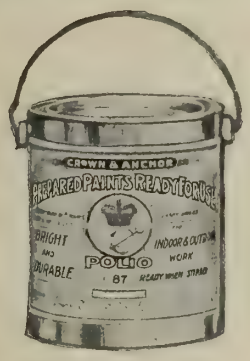
Putty—Casks, $2.90 per cwt.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

Paris Green—22 cents per 112-lb.
Paris Green—21½ cents per 112-lb.

PAINT VALUE

Would you rather sell a high-priced paint, the value of which is largely represented by extravagant advertising—or a lower costing paint that has its value in the contents of each can. A paint that you can guarantee to give perfect results. In other words,

JAMIESON'S



PURE PREPARED PAINTS

Brands:
CROWN AND ANCHOR
ISLAND CITY
RAINBOW

100% VALUE IN EVERY CAN

We would like you to know our paints and varnishes as we do. Make a practical test of them. If you do this you will never hesitate regarding

PAINT VALUE

R. C. Jamieson & Co., Limited

ESTABLISHED 1858

Owning and Operating

P. D. Dods & Co., Limited

Montreal and Vancouver

MURESCO

30,000,000 POUNDS SOLD IN 1911

WHY?

BECAUSE

It covers more surface and covers it better with one coat than any other similar material on the market.

Of the nature of its ingredients it is highly sanitary.

It does not rub off, crack, peel, blister or show laps when properly applied.

It is so easily applied.

Every lot manufactured is carefully tested before shipping.

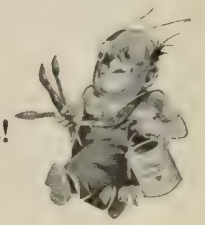
Send for Color Cards and Literature

Benjamin Moore & Co., Limited

TORONTO NEW YORK CLEVELAND CHICAGO



CONTEST



Gold! Silver! Copper! Bills!

FREE

A GLASS JAR FULL!

Everyone Purchasing a Quart of

Silkstone Flat Wall Colors

is entitled to a guess as to the amount in the jar, and as many more guesses according to the amount purchased between September 1st and September 30th, four guesses to a gallon, etc.

Open to Everyone Except Employees of G. F. Stephens & Co., Limited

PROPOSITION TO DEALERS

We are putting on this contest in your interests. It will draw many people to your store to purchase Silkstone Flat Wall Colors. We are using space in Newspapers, Magazines, Farm Journals, etc., calling attention to this contest and we will refer all replies to you. You will be supplied with coupons to give away with each purchase of Silkstone, and the purchaser can mail their guesses direct to us.

You will also be furnished with exact size photos of this jar, particulars as to weight, etc., cards for your window and counter and other advertising matter.

Everything which makes it easy for you to handle the business will be done. Everything which will send the buyer to you will be done. Everything which will help you increase your paint sales and profits is being done.

STARTING SEPTEMBER 1st and ENDING SEPTEMBER 30th

The contest should open your Fall Paint Trade with a rush, should give you the chance to introduce yourselves as the paint people. Get in first and your opposition will never worry you.

A GUESS TO A QUART!!—FOUR TO A GALLON!!!



The Original Sealed Package to the Winner—Charges Prepaid

G. F. STEPHENS & CO.

LIMITED

WINNIPEG - CANADA

Branch at Calgary, Alta.



Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance :—
2c. per word first insertion.
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required

AGENCIES WANTED

EXCLUSIVE AGENCIES WANTED FOR hardware specialties. Territory of Western Canada, Great Lakes to Pacific Coast. Thoroughly and regularly covered by travellers. Correspondence from manufacturers solicited. H. S. & H. E. Mussett, 41 Scott Block, Winnipeg. (41)

BUSINESS CHANCES

FOR SALE—HARDWARE AND TINSMITHING business, established 17 years, in a village in eastern Ontario. Good farming country. Good reasons for selling. Address Box 33, Williamstown, Ont. (37)

FOR SALE—WELL ESTABLISHED HARDware business in rapidly growing suburb of Montreal. Stock about $5,000. Satisfactory reasons for selling. Apply "Seller," care of Hardware and Metal, Montreal. (39)

HARDWARE FOR SALE IN SASK. TOWN—stock and fixtures $4,000; turnover $17,000 net; profit $2,700; best country, Canadian and American settlers. Cash or good city real estate or farm lands for all. Property on lease. Box 699, Hardware and Metal, Toronto. (40)

THRIVING HARDWARE BUSINESS FOR sale, consisting of shelf and heavy hardware, stoves, etc. Located in central part of Ontario; three railroads; turnover $50,000; stock $10,000, which is being reduced. Excellent chance to buy at rate on dollar. Retiring from business. Box 618, Hardware and Metal, Toronto. (52tf)

HARDWARE BUSINESS FOR SALE — that flourishing and money-making hardware business of the late Chas. A. Purvis, in Webbwood, a going concern, with horses, drays and all appliances necessary for conducting a successful business. Stock estimated from $8,000 to $9,000. Store and storehouses can be bought or rented. This has been one of the best money-making hardware businesses in Ontario. Apply to James Purvis, Executor, Sudbury, Ont. (37)

FOR SALE

FOR SALE—COMPLETE SET TINSMITHS' tools, $135. Apply McBrien's Hardware Store, Bloor Street west, Toronto. (36)

WANTED

WANTED — GOOD SECOND-HAND 8-FT. cornice brake. State make and price. Sheridan & Power, Brockville, Ont. (36)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 15 cents postpaid, or two sets for 25c while they last. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white card marked 25c, 50c, 75c, $1, $1.25, $1.50, $1.75, $2, $2.50, $3, $3.50, $5. Dozen in set, per set 25 cents postpaid. Technical Book Dept., 143 University Avenue, Toronto. (tf)

BUSINESS CHANCES

H. H. PIGOTT & CO., LIMITED, BUSINESS Brokers and Financial Agents, 286 Bannatyne Ave., Winnipeg, Canada.

FLOUR MILL AND ELEVATOR—CENTRAL Manitoba; 100 barrel mill, 60 h.p. boiler; 9,000 bushel elevator; no opposition. Owner cleared $3,300 last year. Price $8,000; $4,000 cash, balance arranged.

HARDWARE—IN GOOSE LAKE DISTRICT, Saskatchewan, with stock $8,000; $35,000 turnover. Practically all cash; $3,000 cash and balance arranged.

HARDWARE—IN TOWN OF 400 POPULAtion, near Saskatoon. Stock $3,800; turnover $12,000. Fine farming district. Reasonable terms.

HARDWARE AND FURNITURE — $10,000 stock in Manitoba town of 350 population. This business is good for a profit of at least $3,500, and as there is no opposition and the town is a thriving one, it is a first-class opening for hardware man with five or six thousand cash.

HARDWARE, LUMBER AND IMPLEMENTS—On Neepawa-Rosaburn section of C.P.R., in an excellent agricultural district, where owner carries stock of $4,500. For quick sale this can be purchased at a specially low rate on the $. Last year's turnover was $28,000, giving net profit of $3,000. An exceptionally good opening. Building can be secured at very low rent.

HARDWARE AND TINSMITH — ON SOO line. $7,000 stock. Turnover $30,000. Owners dissolving partnership; $3,000 cash and easy terms for balance. Store can be bought on payment like rent.

HARDWARE AND TINSMITHING — ON Brandon-Saskatoon section of C.P.R. Stock $2,500. Business increasing rapidly. $1,000 cash and balance arranged.

WRITE US IF YOU WANT TO BUY OR sell. Our booklet, "Business Opportunities and Investments in Western Canada," will interest you. H. H. Pigott & Co., Ltd., Winnipeg. (36)

SITUATIONS VACANT

WANTED—AT ONCE—HARDWARE CLERK. 3 or 4 years' experience. State age, experience and wages wanted. Apply W. H. Squair & Son, Gladstone, Man. (37)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED—HARDWARE CLERKS WITH A few years' experience. Must be capable of looking after stock and good salesmen, reliable, temperate and not afraid of work. Apply to The Wells Hardware Co., Ltd., Fort Frances, Ont. (38)

WANTED—MAN WITH EXPERIENCE IN hardware and advertising. Splendid prospects for one who can make good. In applying, give definite particulars regarding age, experience and salary required. Address Manager Hardware and Metal. (36)

IMPORTANT BRITISH COMPANY MANUfacturing high grade protective paints, enamels, varnishes and coatings, contractors to British Admiralty, and leading shipbuilders and engineers, desire to be represented in the Dominion. Director will be in Canada about September, and could interview persons or companies who might do business or take up agencies. Apply XX, care of Hardware & Metal, Montreal. (35)

SITUATIONS WANTED

YOUNG MAN WITH 4 YEARS' EXPERIence in hardware—strictly temperate, and speaks both languages, wants position by Oct. 1st. Can furnish best of references. Box 700, Hardware & Metal, Toronto. (37)

TRAVELLER HAVING PROVED HIS ABILity by greatly increasing his firm's business in the territory covered and being an aggressive salesman wishes to secure a position with manufacturing concern. Box 668. Hardware and Metal, Toronto. 18—21t

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

When writing advertisers kindly mention having seen the advertisement in Hardware and Metal.

Merchants and Salesmen!

Would you be willing to pay $2.00 to hear some of the leading authorities on salesmanship express their opinions on this all-important subject? In

BRAIN-POWER BUSINESS MANUAL

125 Presidents, Vice-Presidents, General Managers, Sales Managers and Star Result Getters, have contributed of their knowledge and experience on such phases of the subject as:—

The Selling Profession.
Education and Training.
Before the Interview.
Getting Interviews.
The Approach.
Selling Talk.
Answering Objections.
Selling Tactics.
Closing Sales.
Cash with Order.
Samples.
Getting the Price.
Credits and Terms.
Cancelled Orders.
Territory.
Long vs. Short Trips.
Finding New Customers.
Salesmen's Relation to House.
Salesmen and Advertising.
Expense Accounts.
Promotions.
Bribes.
Conduct Toward Customer.
Special Tactics.
Character and Conduct.
183 pages, 5¾ x 8¾ inches.

PRICE $2.00

TECHNICAL BOOKS.
143-149 University Ave.
TORONTO

"RUSSWIN" BUILDERS' HARDWARE

We are jobbing agents for the famous "RUSSWIN" line of builders' hardware. Our stock contains the latest and most artistic designs on the market to-day. By selling "RUSSWIN" LOCK SETS you will be in the best position to get the CONTRACTORS' business in your town.

COAL CHUTES

Agents for Manitoba and Saskatchewan for the DOWN DRAFT COAL CHUTE. A large stock always on hand.

THE WINNIPEG PAINT AND GLASS CO. LIMITED
EVERYTHING FOR A BUILDING

WINNIPEG EDMONTON

SUPERIORITY!

We have spared no expense in the manufacture of NEW ERA PAINT, which has resulted in a paint that will outlast, cover more surface, hold its color better, stand more extremes of the weather and give a more brilliant finish than any high-priced paint you can buy.

NEW ERA PAINT

NEW ERA is a paint made especially to meet the requirements of the most critical user, and is sold at a price that is within estimates of every painter.

Write to-day for this guaranteed paint—it will pay you

Standard Paint & Varnish CO., Limited
WINDSOR ONTARIO

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE



VARNISH THAT SELLS

and sells quickly, bringing a quick turnover to the dealer, is one that can be used on outside as well as inside work. Just such a line is

Ramsay's Universal Varnish

and the dealer that handles it is *sure* of "consumer satisfaction" in every drop. This is the foundation of Ramsay success which makes every user of Ramsay's Varnish a solid customer of the dealer who sells it.

We want you to be a Ramsay agent and have a good proposition to make you.

A. Ramsay & Son Co., Montreal

Paint Makers Since '42.

Western Distributors :
Revillon Wholesale Ltd., Edmonton
A. McBride & Co., Ltd., Calgary
F. R. Begg, & Co.. Ltd., Vancouver.







120

Paint and Varnish Removers

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those covered by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

	NAME OF BRAND
The Sherwin-Williams Co., Montreal, Canada	"Taxite"
International Varnish Co., Ltd., Toronto, Canada	"Klensa"
Pratt & Lambert, Inc., Bridgeburg, Ontario, Canada	"Expedite"
British American Paint Co., Victoria, B.C.	"Bapoo"
Mount Royal Color and Varnish Co., Montreal, Canada	"Scrape-off"
James Robertson Co., Ltd., Toronto, Canada	"Robertson's Paint and Varnish Remover"
Sanderson Pearcy Co., Ltd., Toronto, Canada	"Devolite"
Stewart & Wood, Toronto, Canada	"Solvo"
Martin-Senour Company, Ltd., Montreal, Canada	"Martin-Senour Paint & Varnish Remover"

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company

100 William Street
NEW YORK, N.Y.



Everything put on with a paint or varnish brush.

There is one thing that we want every hardware dealer handling paints and varnishes to remember. That is, the completeness of the line of paints, varnishes, stains, colors, enamels, etc., manufactured by The Canada Paint Co.

They make everything your trade demands and have it in satisfactory quality, at a moderate price.

The Canada Paint Co. is one of the oldest established businesses of its kind in the Dominion. Their products are favorably known from one end of the country to the other, and so they are easy for the dealer to sell to the buying public.

As you are constantly in the market for something they manufacture, the next time your stock is low on any particular item, write them for prices or talk to the C. P. Co.'s representative about it.

THE CANADA PAINT CO., Limited

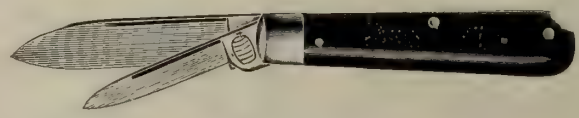
Paint, Varnish and Dry Color Makers, Linseed Oil Crushers

Factories and Offices—Montreal, Toronto, Winnipeg. Oxide Mines—Red Mill, P.Q.

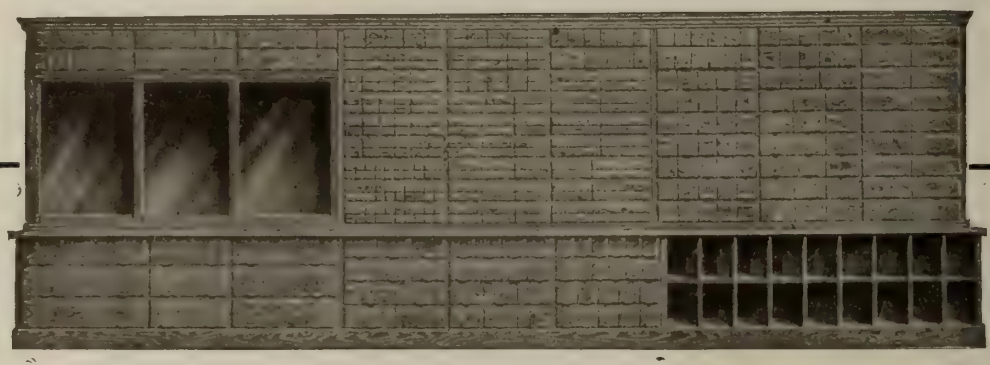
D. PERES Barrel Brand CUTLERY

(Razors, Pocket Knives and Scissors.)





Canadian Agents: GREEFF-BREDT & CO., TORONTO Western Office: Feilman, Gibson & Jardine, 222 Portage Ave., Winnipeg. Montreal Office: H. J. Stafford, 426 King's Hall



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.
Advise us space you have available for shelf boxes and shelving, and we will sketch out plan and give you our best price for same.
Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto

High Quality Paints That Bring Re-Orders

Sterling Prepared Paints

"Sterling" Prepared Paints always give satisfaction and bring the buyer back for more.

It is a paint that contains all the qualities essential to a real trade-winner.

If you are not selling **"Sterling" Prepared Paints,** why not? **They pay a splendid profit and are dependable.**

Write for color cards and prices.

We ship quickly.

Canadian Oil Companies, Limited, - Toronto

HALIFAX ST. JOHN MONTREAL QUEBEC WINNIPEG
CALGARY EDMONTON HAMILTON LONDON OTTAWA

The P's and Q's of the Paint Store Man

P P Q Q

"If you would succeed you must mind your Ps and Qs." "Quality" and "Profit" trip up too many business men. They get profit too high, quality too low, and wonder what was wrong when the crash comes.



MARTIN-SENOUR PAINT 100% PURE

is a real business insurance. Its quality and a reasonable profit will make your business boom. The dealers who know say so. Write today for the proof and our proposition to insure your business the same way.

THE MARTIN-SENOUR CO., Limited

Pioneers of Pure Paints

MONTREAL CHICAGO WINNIPEG LINCOLN

We Have Confidence

in our goods. We know exactly what goes into our varnish and we know why it is good. We know that our business is increasing and we know that this is because the public and the hardware men recognize a good thing when they see one.

Are you handling DOUGALL VARNISH? If not, you have not the best to offer your customers.

There is no better varnish than Dougall Varnish; and if you handle it, it will pay you well.

Let us send you particulars—A post card will bring them.

THE VARNISH THAT LASTS LONGEST

The Dougall Varnish Company, Limited

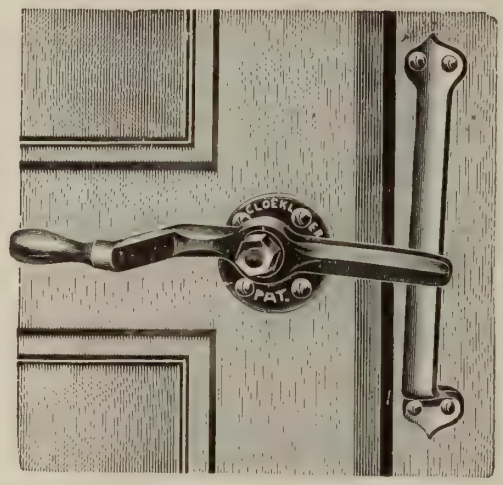
305 MANUFACTURERS ST. J. S. N. DOUGALL, President

MONTREAL CANADA

Associated with Murphy Varnish Co., U.S.A.

Gloekler's Patent FASTENERS

For Refrigerator Doors and Cold Storage Work

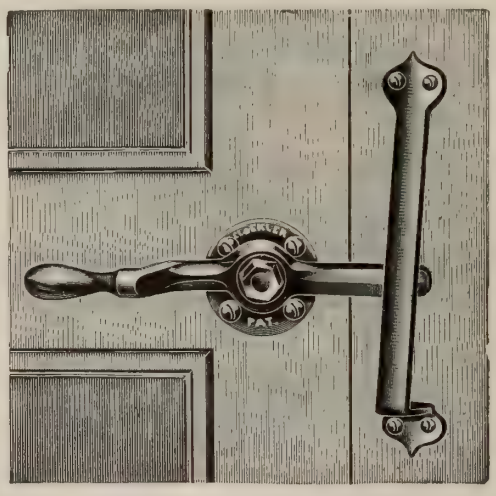


SHOWING DOOR OPEN

Simple and Easy to Operate
EASY TO SELL

These fasteners are heavy and substantially constructed and are specially adapted for heavy work. They will last a lifetime. You are certain to have calls for these, stock a few and be prepared—**don't miss a sale.**

We also make a line of Spring Fasteners, Hinges, etc., in tinned, brass and nickel plated.

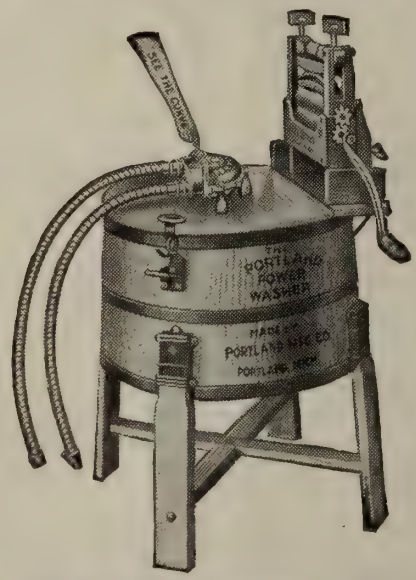


SHOWING DOOR FORCED SHUT

Write for descriptive circulars and price list

Bernard Gloekler Co.
Pittsburgh, Pa. U.S.A.

FROM STOCK



Only 20 lbs. Pressure Required

The Supreme Test

The supreme test of a Washer's worth is the way the Washer washes. Try it out with the Dirty Shirt test. Take an unusually dirty but originally white shirt, run it through the Portland Water Power Washer, and you'll find that the shirt itself is not only perfectly clean (provided, of course, that the dirtiness of the shirt isn't due to paints, etc.), but that the neck and wrist bands too are spotless.

The Portland is a trouble-less washer—it relieves all washer worries.

Made complete in our own factories—washer, motor, and furniture finished tub.

If you're looking for a quality washer that's really worth while get after your hardware jobber, or write direct to us.

HENDERSON & RICHARDSON
Formerly J. A. HENDERSON
Board of Trade Building, MONTREAL

SOLE CANADIAN AGENTS FOR

PORTLAND MFG. CO., - Portland, Mich.

The Largest Manufacturers of Washing Machines in the World

BANNER
TRADE MARK.

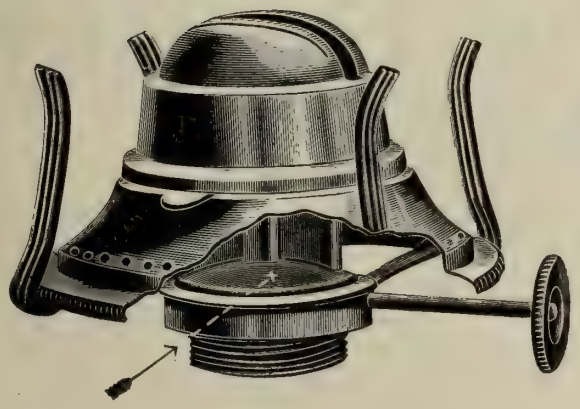
HAVE YOU ARRANGED

for your

Burner Requirements ?

Price of Brass is Daily Going Up!

"BANNER" Burners have not YET!!



Now is the time to get your Contracts in BEFORE prices advance!

BRANCHES:

56 Albert Street, Winnipeg.
30 St. Dizier Street, Montreal.

Ontario Lantern & Lamp Co., Limited
HAMILTON, ONTARIO



You know, Mr. Dealer—

consumers don't use

INTERNATIONAL VARNISHES

and

VARNISH SPECIALITIES

because they like the name or because they like you. No! They use them because they have found them uniform, reliable and satisfactory.

You can't afford to be without this line of goods on your shelves.

Write for particulars and ask for our policy of co-operation with the Dealer.

Every can contains full Imperial measure.

INTERNATIONAL VARNISH CO. LIMITED

Canadian Factory of Standard Varnish Works.

TORONTO WINNIPEG

NEW YORK CHICAGO LONDON
BERLIN BRUSSELS MELBOURNE

Largest in the world and first to establish definite standards of quality.

1-44

THE ENGINEER'S BEST FRIEND



SOLD BY LEADING DEALERS EVERYWHERE OR BY

Magnolia Metal Co., Office & Factory 225 St. Ambroise St., Montreal



COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

These Planes are now made in our CANADIAN WORKS
SEND FOR CATALOGUE

Stanley Tools

These Block Planes are the highest type of Block Planes manufactured. The Cutters are made of the best English steel, tempered and ground by an improved process and honed ready for use.

Nos. 9½ and 18 have an adjustable throat opening. The Cutters are adjustable, both endwise and sidewise.

No. 60 is a low Angle Block Plane with adjustable Cutter and throat opening. Especially adapted for working across the grain.

No. 131 has reversible adjustment so that the tool can be used as an ordinary Block Plane, or as a Bull Nose.

No. 140 has a detachable side whereby the tool may be changed from a Block to a Rabbet Plane or vice versa. The Cutter is set on a skew.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

--"EMERY"--

"ATLAS" BRAND

PUT UP IN TEN POUND PACKAGES

Mr. Retailer, "Get Wise"

TO THIS FAST SELLING LINE

Increase Your Trade With The Factories and Foundries in Your Town.

Don't Let "Outside People" Get All This Business.

Shows A Handsome Profit.

Order Now From Your Own Jobber For The Fall Trade.

Remember **"Atlas Brand Emery"**

THE LONDON EMERY WORKS CO.
LONDON, ENGLAND

CANADIAN REPRESENTATIVE:
W. FRANK MURPHY, 55 St. Francois Xavier St.
MONTREAL, CAN.

Why Buy the "Near Brand" when the Best is Procurable?

THE L. MARTIN CO.'S

Old Standard, Eagle, Pyramid and Globe

GERMANTOWN

LAMPBLACK

IS THE BEST

AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

The L. MARTIN CO.

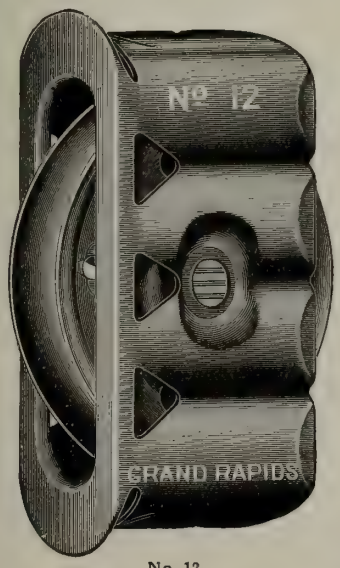
Manufacturers of the
Highest Standard Lampblacks
for all purposes

ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

GRAND RAPIDS



No. 12
GRAND RAPIDS

All-Steel Sash Pulleys

SAVE THEIR ENTIRE COST IN

Labor, Freight, Screws, &c.

GRAND RAPIDS are the original—the STANDARD goods. Nearly every jobber in Canada and United States carries them in stock.
Write for samples and descriptive catalogues
We make thirty-seven styles.
Largest Sash Pulley makers in the world.

GRAND RAPIDS HARDWARE CO.

100 Eleventh Street, GRAND RAPIDS, MICH., U.S.A.

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

Original Patentees and Manufacturers of

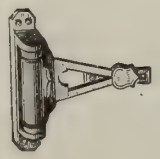
CARTLAND'S PATENT HELICAL, CLIMAX, AND RELIABLE DOOR SPRINGS

DOUBLE ACTION



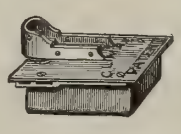
5753 IRON
3 in..... 4/3
4 " 6/-
5 " 8/6

5754 BRASS
3 in..... 6/9
4 " 10/-
5 " 14/-
per pair.

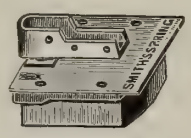


5355 IRON
4 in..... 23/6
5 " 32/-
6 " 40/-

5356 BRASS
4 in..... 40/-
5 " 53/-
6 " 65/-
per dozen.



2401
With 2 in. Shoe,
18/- each,



2860
With 2 in Shoe,
26/- each

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to Wholesale Hardware Merchants.



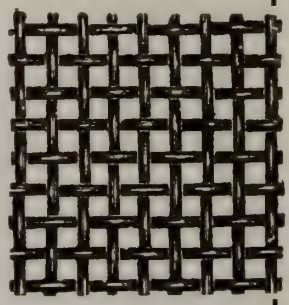
GOODS THAT LAST

WHEN YOU ARE IN THE MARKET FOR

Wire Cloth

Perforated Sheet Metals
General Wire and Iron Work

Consult us. We have goods that have a clean record, ensuring the buyer his money's worth and the dealer a good profit.



Do not hesitate about sending us your order or specify our goods when ordering through your Jobber.

Have you a copy of our new catalogue?

Canada Wire and Iron Goods Company
HAMILTON, ONT.

We Specialize in all kinds of Steel Cells, Steel Work, Etc., for Prisons, Jails and City Lockups.

Enthusiasm

To sell goods and make profit you must develop this quality. Home made goods always did make you feel that way. That is why so many hardwaremen throughout Western Canada are selling our

METAL CEILINGS, SHINGLES, SIDINGS AND CORRUGATED IRON

and making nice profits.
They have seen them made. They know they are right. They can get them in a hurry.
All these things will be at your service when you hook up with us.

WRITE TO-DAY.

Winnipeg Ceiling and Roofing Co.
P.O. Box 2186 H. Winnipeg, Man.

Choice Chafing Dishes

ALWAYS MAKE ACCEPTABLE PRESENTS



Made in Silver and Nickel Plate, capacity three pints. Patent asbestos forced draught lamp with each dish, or peerless regulating lamp. Handles of rubberoid or staghorn.

Ask for Catalogue.

The Buffalo Mfg. Co., Buffalo, N.Y.
Canadian Representatives
H. F. McIntosh & Co., 28 Toronto Street, Toronto

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

LONDON BAR IRON

is a line that never varies in quality. The consignments you receive from time to time are the same through and through—absolutely reliable in toughness, strength and workability. Economical and correct methods of production mean that you get a flawless product at the lowest prices.

London Rolling Mill Co., Ltd.

LONDON, CANADA

Sales Agents, Ontario: Baines & Peckover, Toronto
Manitoba: Bissett & Loucks, Limited, Winnipeg

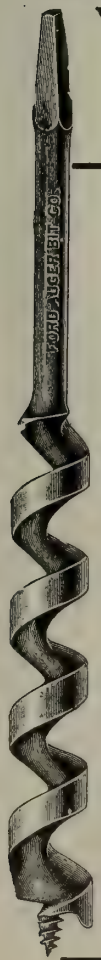
Look For This Trade Mark Then Buy The "White" Mop Wringer





WHITE MOP WRINGER CO.
FULTONVILLE, N.Y.

You CAN Teach an Old Dog New Tricks



as this little story shows.

A short time ago a man came to a certain dealer and asked for an Auger bit (naming a well-known make). The salesman asked him if he had ever tried a FORD, and explained its advantages over the bit he had called for. The man would not listen, saying he had used this same bit for years and wouldn't use any other.

The salesman sold him the Bit, then handed him a Ford and said: "Take this home and return the one you don't wish." The next day he returned the other bit, his old favorite, and kept the FORD.

What This Proves

Here was an actual working test with odds against the FORD—heavy odds, too, as the workman was prejudiced against it. But the FORD won.

This is convincing proof that the FORD is the superior Bit. It proves conclusively that it needs only to be tried to be used in preference to any other.

Ask your dealer for the genuine FORD SINGLE LIP BIT. Write us for free pocket memo book, addressing Dept. 1A.

FORD AUGER BIT CO.,
Holyoke, Mass.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

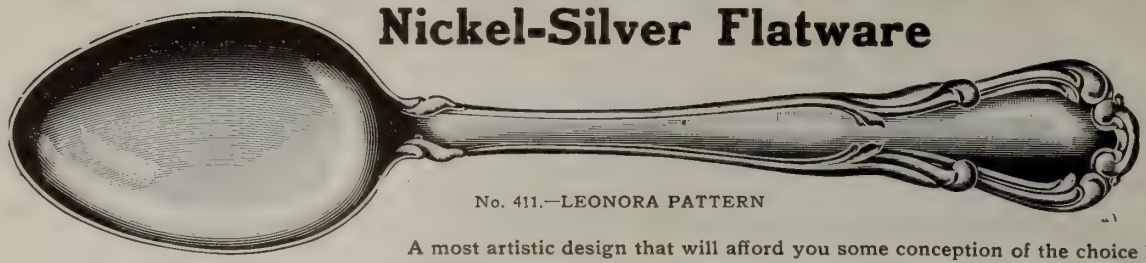
JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

High Grade Cutlery—Electro-Plate and Solid Nickel-Silver Flatware



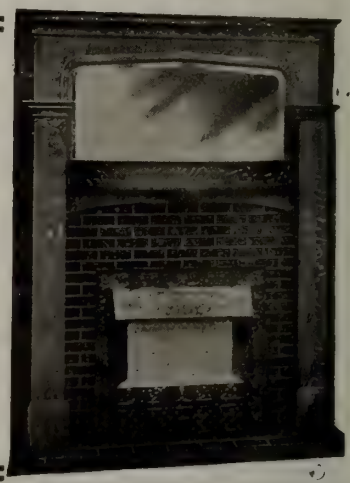
No. 411.—LEONORA PATTERN

A most artistic design that will afford you some conception of the choice lines that we manufacture. Every dealer is authorized to make good our guarantee.

McGLASHAN, CLARKE CO., LIMITED - - Niagara Falls, Ontario

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont. BENJ. ROGERS, Charlottetown, P.E.I.

Dealers! HERE'S YOUR CHANCE TO MAKE A SPLASH.



This Mantel or any of our "70" different designs, fitted with our Electric Grate requires no chimney, therefore anyone building a house can have a Mantel complete for less than the actual cost of a chimney.

Write for the "dope"—Your contractors will fall for it.
Don't forget—We have the best line of Gas and Coal Grates in the country.

The Barton Netting Co., Limited

38 Ouelette Avenue, Windsor, Ont.

Our Motto—"QUALITY"

"THERMO" The Washer

Easy to Sell

That makes the Washday Bright



Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial.

Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices.

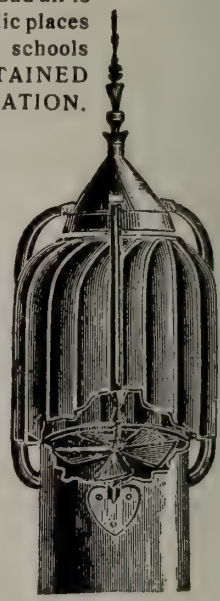
Drop us a card NOW.

THE LONDON FOUNDRY CO., LTD., LONDON, CANADA

F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto: MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

That Stuffy Room

is more deadly than disease itself. Bad air is the curse of crowded living. In all public places such as asylums, clubs, big offices, schools and theatres, PURE AIR CAN BE OBTAINED ONLY BY OUR SYSTEM OF VENTILATION.



It has stood the tests of scientific experts.

It is in use in the finest buildings in Canada.

Its price is reasonable and its benefits lasting.

MONTREAL, JAN. 21ST, 1909

J. W. HARRIS MFG. CO., LTD.,
Montreal.

GENTLEMEN:

Your favor of 11th inst. received, and am pleased to report that "Zephyr" Ventilator which you installed on my property two years ago has done good service and is working well.

Yours truly,
EDWARD MAY,
434 Elm Ave.

Ask for booklet re J. W. Harris and Zephyr Ventilators, also booklet on Filters, etc.

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal

Hoe, Rake, Shovel,
Axe, Adze, Pick, Sledge,
Hay Fork, Manure Fork,
Peevie, Spike Maul,
Cant Hook,
Hammer

HANDLES
Of Quality

WHIFFLETREES
DOUBLETREES
NECKYOKES

Our factory is located in the centre of the Hickory, Oak and White Ash belt of the Province of Ontario, therefore, we are in a position to secure raw materials of the very finest quality and at the lowest possible cost.

The many repeat orders which we are constantly receiving are proof positive that our goods and their profit-yielding qualities appeal to the trade.

WRITE FOR CATALOGUE
AND PRICES NOW.

W. C. CRAWFORD CO.
LIMITED
Tilbury, - - - - Ontario



Hitch Your Saw Frame to a

STAR HACK SAW BLADE

and enjoy immunity from hack saw troubles.

Immunity for the user because Star Blades always make good.

Immunity for the dealer because they give the utmost satisfaction to customers.

The Dealer who stocks Star Hack Saw Blades will be able to meet all demands without the necessity of carrying a stock of blades of varying widths and number of teeth to the inch.

Star Blades with 14 teeth to the inch are suitable for every class of work except tubing less than 1-16 inch. For this gauge we use Star Blade with 24 teeth to the inch.

Write us for our interesting proposition.

Our Free book, "Tool Practice," is worth while sending for.

Millers Falls Company
28 WARREN STREET - - NEW YORK CITY

RUBCOT

A CLEAN

White Cotton Waste

IN

Cartons

Specially prepared for Automobile and Household use

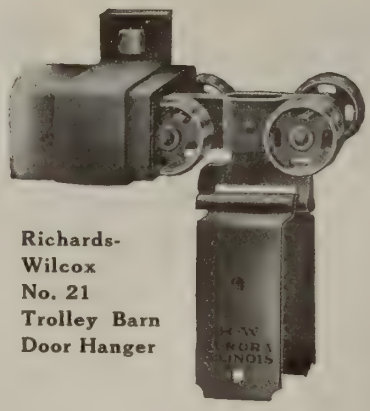
NO LOSS, NO DIRT, NO DANGER FROM FIRE

Retails at 50c.

Write for prices

Craven & Sharpley 43 St. Sacrament Street MONTREAL

Push and Pull



Richards-Wilcox No. 21 Trolley Barn Door Hanger

Push and pull doors equipped with Richards-Wilcox Door Hangers—as often as you wish, for scores of years—they will always run smooth, easy and sure—always move straight, without wobbling. Richards-Wilcox Door Hangers will last for years under hard use, because they are the result of thirty years Hanger building experience—they're made right—from right materials and by right men.

You, your customers and clients can depend on Richards-Wilcox Door Hangers. **Get catalogs and prices to-day.**

A Hanger for Any Door That Slides

Richards-Wilcox
MANUFACTURING CO.
AURORA, ILL. U.S.A.



No. 1186 Coal Grate

MANUFACTURED BY

The Ohio Foundry & Manufacturing Co.

STEUBENVILLE, OHIO, U.S.A.

Manufacturers of all styles of coal or gas burning fire-place goods, as well as andirons and wrought fire-place trimmings.

We Are Looking For a Good Man

We have an opening which offers splendid prospects for the right kind of man.

If you are experienced in selling, have a knowledge of advertising, and know the hardware trade, we would like to hear from you.

When applying, give definite particulars of present employment, age, experience and salary required.

Address: Manager Hardware and Metal
143-149 University Avenue **TORONTO**

WARE MFG. CO. LTD.
OAKVILLE
PURE ALUMINIUM WARE
"WILL OUTWEAR ANY WARE"

"OAKVILLE" PURE ALUMINIUM COOKING UTENSILS

Each article made from a single piece of Aluminium. No cracks or seams, will not scorch or burn. Heat passes through aluminium two or three times as fast as through tin or iron, cooking food more quickly. Highly polished finish, making excellent displays on shelves or windows. **Their fine appearance, backed by their finer quality, make them quick sellers.**

Our Guarantee—*If the goods are not satisfactory, return them at our expense and we will return your money, or credit your account.*

WRITE FOR TERMS AND FULL PARTICULARS. PROMPT SHIPMENT.

THE WARE MFG. CO., LIMITED, Offices: 220 King St. W., Toronto Factory at Oakville, Ont.



AN IMPROVED WAFFLE IRON

Aluminum or Iron Plates—High or Low Bases
Ball and Socket Joint—Enameled Wood Handles.

SALES ARE INCREASED

when Stover Irons are handled.
Send for circular showing where the Stover Iron is different from others and why they sell faster.
We also make a large line of dampers, clips, pokers, lifters, registers andirons, etc., that will interest you at this season of the year.

Stover Manufacturing. Co., 709 East Street, Freeport, Ill.

The "Hercules" Sticks Out—



It towers above the field of ordinary twist drills. Not only can it be run at high speeds, but it will take an extremely heavy feed. We claim "Hercules" High Speed Twist Drills will do your drilling at the lowest possible costs—and a trial will prove it.

Twisted while hot, from the latest, improved Vanadium High Speed Steel—the strongest and toughest drill ever made.

Fitted with regular taper shanks—no special sockets or chucks.

W B

TRADE MARKS

W&B

The Whitman & Barnes Mfg. Co.

ESTABLISHED 1854

ST. CATHARINES - - ONTARIO

Stocks carried at Winnipeg and Montreal

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

We have the facilities for turning out

The Highest Grade Baling Wire and Bale-Ties

at a reasonable cost—a baling wire that allows the dealer good profits and is certain to create enthusiasm among users.

Before placing your order, write us for prices and full information.

We also manufacture WIRE NAILS and STAPLES, O. & A. WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is unsurpassed.



THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario

GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN, Winnipeg, Man.



The Easiest Running High-Speed Washer Is

MAXWELL'S "CHAMPION"

Operated by the hand, lever or by crank, on the balance wheel shaft. Tub is of Red Cypress, that will last a lifetime. Wringer board stands clear, allowing almost the whole top to open. Basket Rack supplied extra if desired. The "Champion" has proven a great seller. Write for prices and particulars.

DAVID MAXWELL & SONS **St. Mary's, Ont.**

McKinnon Electric-Welded Coil Chain



McKinnon Swell-Weld Coil Chain

25% More Weld = 25% More Strength = 25% More Wear

MADE IN CANADA

Perfect Stock + Perfect Welding = Perfect Product

See The Swell?

MADE BY

Sales Office: BUFFALO, N.Y.

McKINNON CHAIN COMPANY

Factory: ST. CATHARINES, ONT.

NOTICE THE TEETH

OF NICHOLSON-MADE FILES

They are all uniform height. This is one of the features that makes them such rapid cutters. All teeth take hold of the work at once, and then, the steel used in every Nicholson-Made File is made up to our own strict specifications and differs in grade according to the purpose for which different files are to be used. And our machinery is designed especially to make the tooth in different Nicholson-Made Files the best shape for each different purpose.



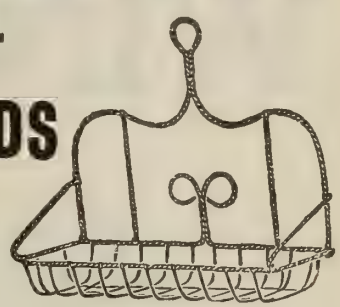
These are the favorite Nicholson-Made lines in Canada:

"American"
"Arcade"
"Great Western"
"Globe"
"Eagle"
"McClellan"
Kearney & Foot
"J. B. Smith"

These are the lines that you can stake your reputation upon. Ask your jobber about it.

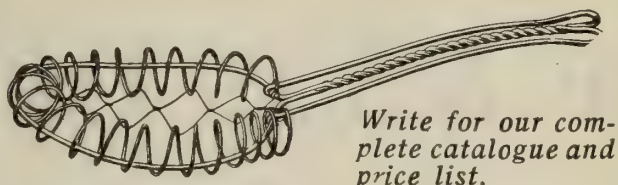
Nicholson File Co.
Port Hope, Ontario

There's a Good Profit in Selling Our WIRE GOODS



Your Notion Counter is incomplete without our line of wire goods. In the manufacturing process we use only the best material and employ men who are experts in wire work.

The price is so low that every person can afford to pay it.



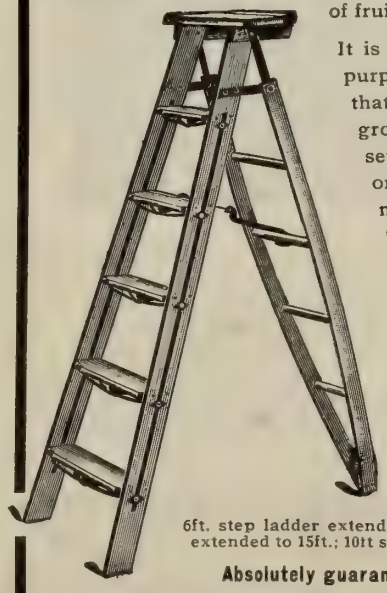
Write for our complete catalogue and price list.

Andrews Wire Works of Canada, Ltd.
Watford, Ont. -:- Rockford, Ill.

Prepare for the Apple-Picking Season

THE PERFECT FRUIT STEP LADDER

This ladder has met with marked approval of Fruit Growers throughout the country, having been found to be the most perfect and convenient ladder ever devised for the purpose of fruit gathering.



It is also an excellent general-purpose ladder, for the reason that it can be used on uneven ground without danger of upsetting. The pointed portion or legs can be turned up, making a long single ladder, which readily rests in the branches of the trees, making easy the gathering of fruit.

The legs are connected by means of points as in a straight ladder, so that when required two persons can use it at the same time.

Made in the following lengths :—

6ft. step ladder extended to 11ft.; 8ft. step ladder extended to 15ft.; 10ft step ladder extended to 19ft.

Absolutely guaranteed. Write to-day.

The Stratford Mfg. Co., Limited
Stratford Ontario Canada

WINDOW GLASS

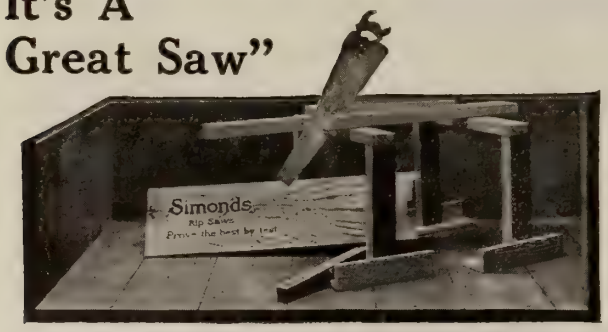
Prompt Import from Belgium.
Chances' Glass. Plate Glass.
Colored Glass.

B. & S. H. THOMPSON & CO.

LIMITED

MONTREAL

"I Tell You It's A Great Saw"



And here is the way one decorated store window tells passersby about Simonds Hand Saws. It is just one Rip Saw in the middle of a cut. Beneath it, painted in bold black type on a 12-inch white board, is "Simonds Rip Saws. Prove the best by test." This is the kind of a window display you could have for your store if you were selling Simonds Saws. Let us send you a 1912 Catalogue.

SIMONDS CANADA SAW CO.

LIMITED

Montreal, P.Q. St. John, N.B. Vancouver, B.C.

In the U.S.—THE SIMONDS MFG. CO.

THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout
Six-Inch Stroke



This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

WRITE FOR OUR
BIG FREE CATALOGUE.

The Aylmer Pump & Scale Co., Limited

AYLMER, ONTARIO

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality

TRADE 

MARK

The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY

HAMILTON, - ONTARIO

PIONEERS IN THE PACKING BUSINESS

METALS

M. & L. Samuel, Benjamin & Co.

CORNER KING STREET AND SPADINA AVENUE

Toronto

This Mark is the Ensurance Of
LAMPBLACK QUALITY

Consistent High Quality has so increased the demand for our Lampblacks that we have been forced repeatedly to increase the size of our plant. We are now the World's Largest

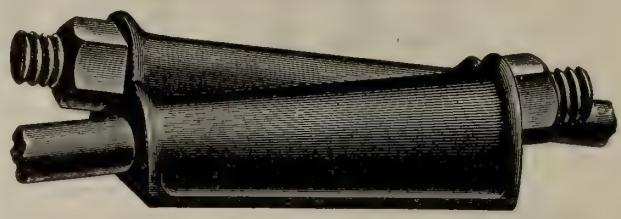
Manufacturers of Pure Lampblacks, and aim to retain the same good quality as before.

Before placing your next order, write for OUR samples and prices. After this we are confident of your trade. BETTER WRITE NOW.

1 Lb. Germantown Lamp Black

Wilkes Martin Wilkes Co., New York, N.Y., U.S.A.
Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.

TANK LUGS



For Round Rods, also Flat Bands on Silos, Tanks, Penstocks, etc. **Malleable Iron,** best quality, all sizes.

OTTERVILLE MANUFACTURING CO., LIMITED
OTTERVILLE, ONTARIO

MAPLE CITY OILERS



No. 600 A A
Wide Mouth

We manufacture the most complete line of oilers made in America, including Pump, Engineers', Machinists', Mowing Machine and Railroad Oilers, Tallow Pots, Engineer Sets, Torches, Lamps, etc.

MAPLE CITY MFG. CO.
MONMOUTH, ILLINOIS, U.S.A.

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

Canada Foundry Company
LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO	VANCOUVER
OTTAWA	CANADA	ROSSLAND

BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER, METAL SPINNINGS

150,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.
HAMILTON, ONT.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

REGISTERED TRADE MARK

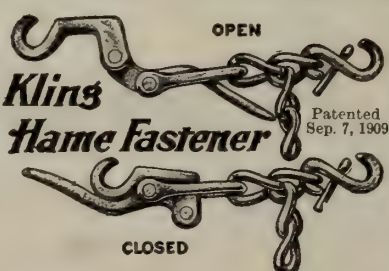
By seeing that this exact mark is on each blade.

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

No Horse Can Break the



makes no difference how he lunges, jumps or jerks. No difference who hitches up, the hames will be tight and exert the same pressure every day. So good that we guarantee it and authorize you to refund the price to any dissatisfied user. Sells for 25c. but leaves you a profit of 50 per cent., or $1 on every dozen. Costs you $2 a dozen. See "Kling" on the lever. Descriptive circular on request.

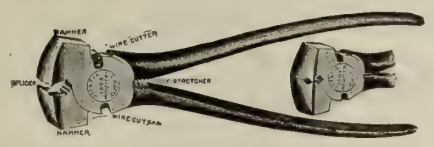
The National Safety Snap Co., Inc., Dept. 33, Wilmington, O., U.S.A.
Sole manufacturers of the Klingsnap and Kling Hame Fastener.
D. C. Ross & Co., 56 Colborne Street, Toronto, Ont.
Canadian Distributing Agents

If You Want The Best

GET "UTICA" BRAND

Manufactured by the

Utica Drop Forge Co.
Utica, N.Y.

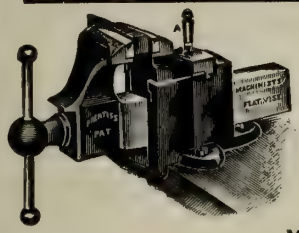


UTICA QUALITY
is known everywhere.
TRADE U TI CA REG. U. S. MARK PAT. OFFICE
All goods carry this trade-mark.

Sold in Canada by

SMITH HARDWARE CO., Limited
240 LEMOINE STREET
MONTREAL

Do Not Be Misled by Inferior Imitations.



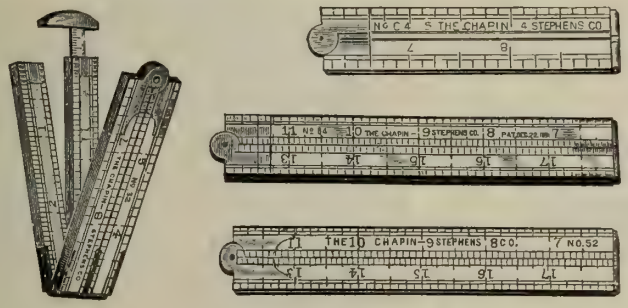
There is but one
PRENTISS VISE
Made by
Prentiss Vise Company
Hardware Building, 106-110 Lafayette St., Cor. Walker St., NEW YORK
Sole Agents for Canada: A. Macfarlane & Co., Coristine Bldg., Montreal.
Sole Agents for Great Britain: Chas. Neat & Co., 112 Queen Victoria St., London, E. C.

SCREW AND STRAP HINGES
for Barn Doors, Gates, etc.
Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread.
Get our prices.

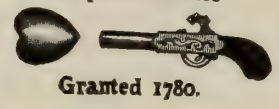
NUTS
We can ship immediately from stock, Square and Hexagon Sizes for bolts up to 1 1-2 inches thick.
Send us your orders

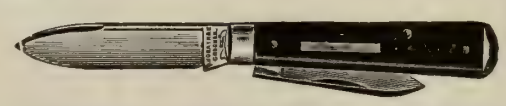


LONDON, CANADA



Rules
THE CHAPIN-STEPHENS CO.,
UNION FACTORY
PINE MEADOW, CONN., U.S.A

Jonathan Crookes & Son
Corporate Mark
Sheffield  England
Granted 1780.
SUPREME CUTLERY



For Sale by Leading Wholesale Houses

WESTERN ASSURANCE COMPANY
Incorporated 1851
FIRE AND MARINE
HEAD OFFICE, TORONTO, ONT.

Assets over - - $3,000,000.00
Losses Paid Since Organization of the Company, over - $55,000,000.00

HON. A. COX, President
W. R. BROCK, Vice-President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

British America Assurance Company
A.D. 1833
FIRE & MARINE
Head Office, Toronto
BOARD OF DIRECTORS
Hon. Geo. A. Cox, President. W. R. Brock, Vice-President.
Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox,
Geo. A. Morrow, D. B. Hanna, Augustus Myers,
John Hoskin, K.C., LL.D., Frederic Nicholls, Alex. Laird,
James Kerr Osborne, Z. A. Lash, K.C., LL.D.
Sir Henry M. Pellatt, E. R. Wood.
W. B. Meikle, General Manager.

CAPITAL - - - - - - -	$1,400,000.00
ASSETS - - - - - - -	2,061,374.10
LOSSES PAID SINCE ORGANIZATION	35,000,000.00

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufactures to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

BABBITT METAL.

SPOONER'S No Hot Boxes
NON-FERROUS ANTI-FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET, - QUEBEC

CHAPLETS.



ERIE GREY IRON
CHAPLETS
All Foundry Supply Jobbers.
S. Cheney & Son, Manlius, N.Y.

CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.

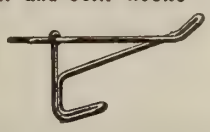




SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, NH, US
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

COAT HOOKS.

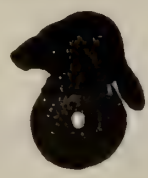
Ask your Jobber for
GOLD COIN WIRE HAT and COAT HOOKS
Made by
JAMES & REID
Perth, Ont.



COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.
WRITE FOR SAMPLES AND PRICES
Raymond Bros., London, Ont.

EMERY WHEELS.



Canadian Hart Wheels
443 Barton St. East, Hamilton
Corundum and Emery Wheels
Grinding Machines, Beaver
Oil Stones.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital Street Birmingham

HINGES.



ATLAS STRAP HINGE
Guaranteed stronger than any other strap hinge made from basic wire of the best quality. Japan finish. Large profit for you.
Write for Samples and Prices.
Atlas Mfg. Co., 121 Water St., New Haven, Conn.

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES
HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

IRON.

PIG IRON
STEEL PLATES, BARS and ANGLES
BAR IRON
David C. Mitchell & Co.
118 Queen St. - Glasgow, Scotland

MANUFACTURERS'' AGENT.

Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents, Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
St. Nicholas Bldg., Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates,

TOOLS.

S M.Co
Send For Our New Catalog
Most complete line of
SCREW DRIVERS AND SMALL TOOLS
PIONEER TOOLS
The Southington Mfg. Co., - Southington, Conn.

TOOLS.



ARMSTRONG CUTTING-OFF TOOLS
are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shapes. 7 sizes each. Write for Catalogue
Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U.S.A.





PERMANENTLY REPAIRS SMALL LEAKS
in Roofs, Skylights, Boat Bottoms, Tanks, etc. A knife only tool needed. Retails at 25 cts. Per Styck, or sent by mail postpaid for 35 cts
WRITE FOR TRADE DISCOUNTS TO-DAY
THE PHILIP CAREY CO., Lockland, Cinn., Ohio.

Malleable Iron Castings

Try us for your next
Silo Blocks

Manufactured by

P. KYLE

MERRICKVILLE, ONT.

J. A. HENCKELS TWINWORKS CUTLERY



Pocket Knives, Scissors, Razors, Butchers' and Cooks' Knives, etc.

SOLE AGENTS **F.W. Lamplough & Co.,** 9 DeBresoles St. MONTREAL

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.



Reproduction of

NEW SEYMOUR SHOW CARD

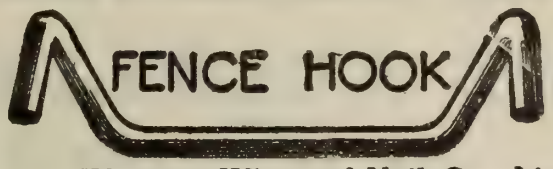
12-in. by 15-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to

Henry T. Seymour Shear Co.

Selling Agents, WIEBUSCH & HILGER, Ltd., New York

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

"ACME" are the strongest and sharpest low-priced Shears and Scissors on the market.

Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why are 30,000 pairs of Acme Shears sold daily to-day?

Because "Acme" on a shear or scissor spells **satisfaction** to the **customer** at a **low price** and a **handsome profit to the dealer** with greatly increased sales.

Special Representatives, Wiebusch & Hilger, Ltd., New York City.

MR. DEALER: Write your jobber to-day for prices on the "Acme" line, supplement your high-priced shears with "Acme" shears and scissors and watch the gratifying results.

Jobbers should write for our W-2 Catalogue, illustrating the most complete line of shears and scissors manufactured.



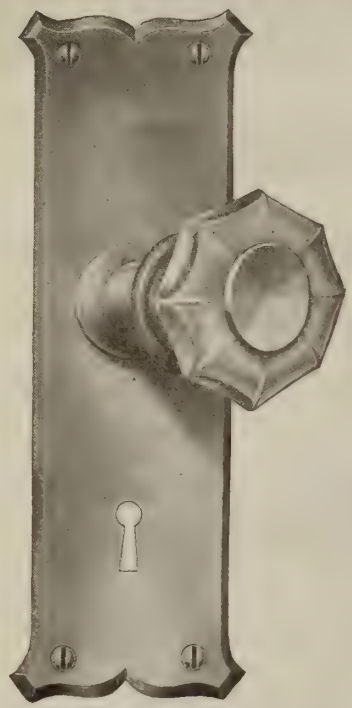
The No. 701 Oval Steel Screw Straight Trimmer is one of our newest patterns.

THE ACME SHEAR CO., (125-195 Knowlton St.,) BRIDGEPORT, CONN., U.S.A.

Pease Economy Furnaces

WRITE FOR CATALOGUE AND PRICES

PEASE WALDON CO., LIMITED WINNIPEG . PEASE FOUNDRY COMPANY LIMITED TORONTO . PEASE PACIFIC FOUNDRY LIMITED VANCOUVER



Esc. 1879—Knob G. 15.

It's Easy

to make quick sales and build a reputation if you sell

Peterboro Hardware

It is our aim to manufacture the most extensive and up-to-date line of finishing hardware in Canada.

We continually add new lines to suit the requirements of the trade.

The quality of **"Peterboro" Hardware** is the best, and for your protection we trade mark all our lines.

Sell hardware that's "Peterboro" and you will have a consistent and increasing demand for it.

Let us convince you as to its artistic and winning qualities by sending you a line on trial.

Write for our large catalog.

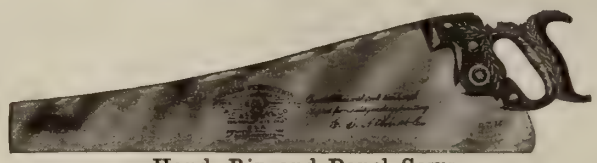
Peterborough Lock Mfg. Co., Limited

Peterborough, Ont.

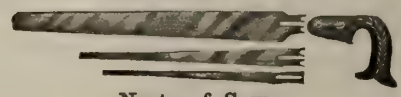
Hot Weather Favorites

ATKINS STERLING SAWS

A PERFECT SAW FOR EVERY PURPOSE



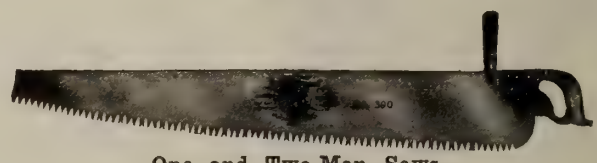
Hand, Rip and Panel Saws.



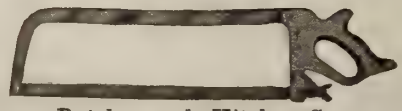
Nests of Saws.



Trowels.



One and Two-Man Saws.



Butcher and Kitchen Saws.



Pruning Saws.

E. C. Atkins & Co. - Hamilton, Ont.

Vancouver Branch—109 Powell Street

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

MYERS
PUMPS

We manufacture all kinds of PUMPS, HAY UNLOADING TOOLS and BARNDOOR HANGERS that are serviceable, durable and reliable. You never fail to get QUALITY when buying "THE MYERS."

F. E. MYERS & BRO.
ASHLAND, OHIO
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses



NO MAN HAS ANY RIGHT

to offer an opinion on a subject upon which he is not qualified to speak.

What Do You Know about ERMALINE Paper Bags

?

A large number of hardwaremen are doing a steady trade in Ermaline Cooking Bags. You can do the same, for once your customers try this new system they will want Ermaline Bags all the time.

TRY IT YOURSELF

It will not cost you anything, and it will be one step taken that you will never regret.

Ask your jobber for free samples, or write to

Edward Lloyd Limited
508 Eastern Townships Bank Bldg.
MONTREAL

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER . . . ONTARIO

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, GENERAL MANAGER WESTERN CANADA
TORONTO

The Chicago Tubing and Braiding Co.

is now building a gas stove tube that is moisture and gas proof; airtight, flexible and moderately priced. It is called "Everlasting" (patent applied for). The principle is new. A continuous piece of steel, made on special machines, is the basis. This is covered with a secret composition, which will not crack or dry out, and with a heavy braiding of lustrous silkoline.

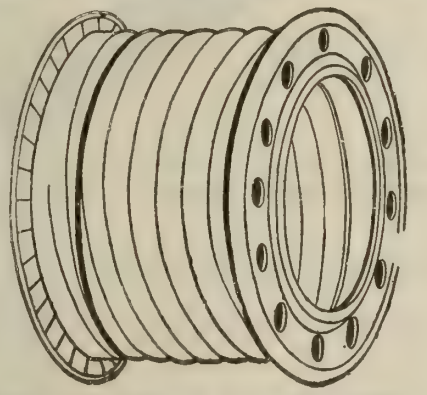
To any progressive dealer or company manager who will send us his name, we will send a 6-inch sample of the tube, and prices.

Remember "EVERLASTING"
Made only by

Chicago Tubing and Braiding Co.

117-121 N. Jefferson Street
CHICAGO, ILL.

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.
O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

FOR SALE BY JOBBERS OR BY THE MANUFACTURERS.

JENKINS & HARDY

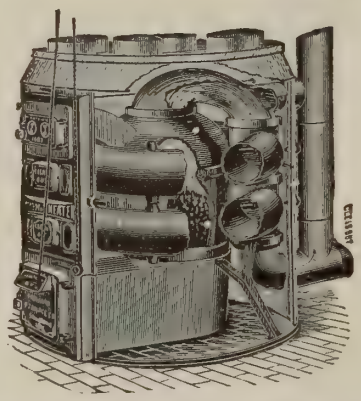
Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

5½ Toronto Street, Toronto. 52 Canada Life Bldg., Montreal

IT'S QUALITY AND ADVANTAGES THAT MAKE

CANADIAN HOWARD DOUBLE RADIATOR FURNACES

THE CHOICE OF MOST BUILDERS

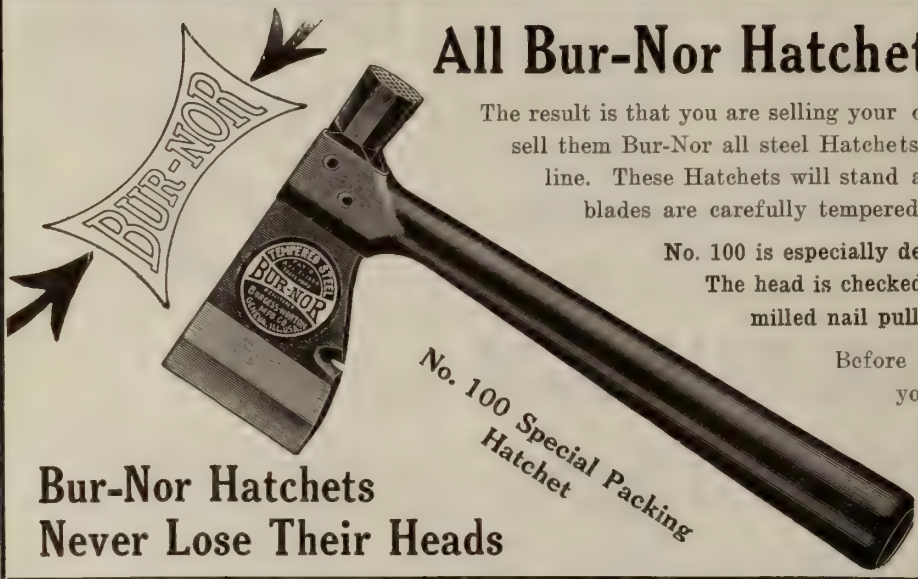


The "HOWARD" Furnace means an enormous economy in fuel to the user, as the heat and gases have to pass through two radiators, thereby greatly reducing the heat by the time it reaches the smoke pipe, which, in the ordinary furnace would go up the chimney.

We employ only the most skilled mechanics and use only the best materials in the manufacture of this furnace.

Mr. Dealer, if you want to handle a line that will prove completely satisfactory to your customers, and a money-maker for yourself, investigate the HOWARD. Remember it is absolutely guaranteed. Write us for particulars.

The C. NORSWORTHY CO., Ltd., St. Thomas, Ont.



All Bur-Nor Hatchets Are Reinforced

The result is that you are selling your customers 50% more service when you sell them Bur-Nor all steel Hatchets than they can get in a wooden handled line. These Hatchets will stand a strain of over 300 pounds. The blades are carefully tempered in oil.

No. 100 is especially designed as a barrel or packing Hatchet. The head is checked and hardened. The blade has special milled nail pull in side.

Before buying for fall we would like to quote you prices. It will pay you to investigate.

Bur-Nor Hatchets Never Lose Their Heads

Burgess-Norton Mfg. Co.
Geneva, Ill., U.S.A.

Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

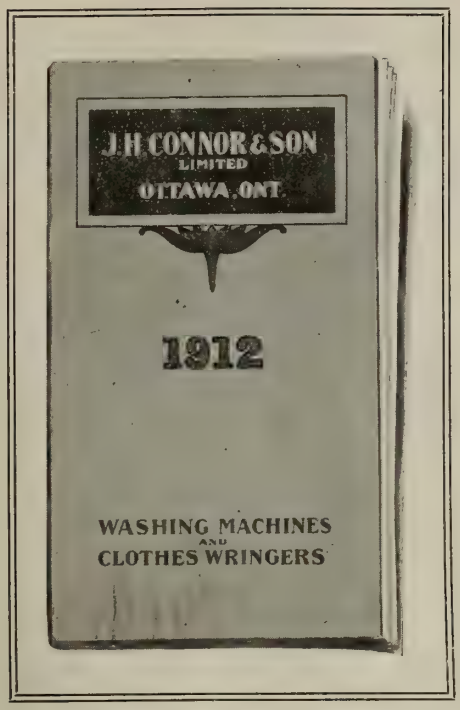
¶ "He must know before he begins it that he must spend money—lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

TWO CENTS PER WORD

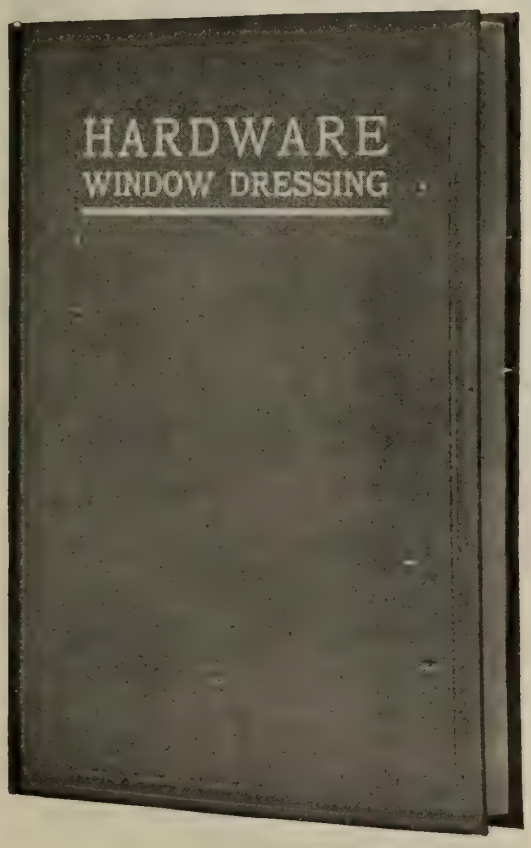
You can talk across the continent for two cents per word with a Want Ad. in this paper.



Dealers Greatly Interested In Our New Catalogue

Alert, progressive dealers are greatly interested in our new catalog, illustrating as it does the very latest improvements in washing machine construction. After reading and studying this catalog you'll get many new ideas about washing machines. You'll see the value of taking hold of Connor Washers and Wringers energetically. Drop us a card for a copy. We want every progressive dealer to get a copy whether or not he handles the Connor Line.

J. H. Connor & Son
Limited
Ottawa - - Canada



You May Become a Practical Window Dresser for $2.50

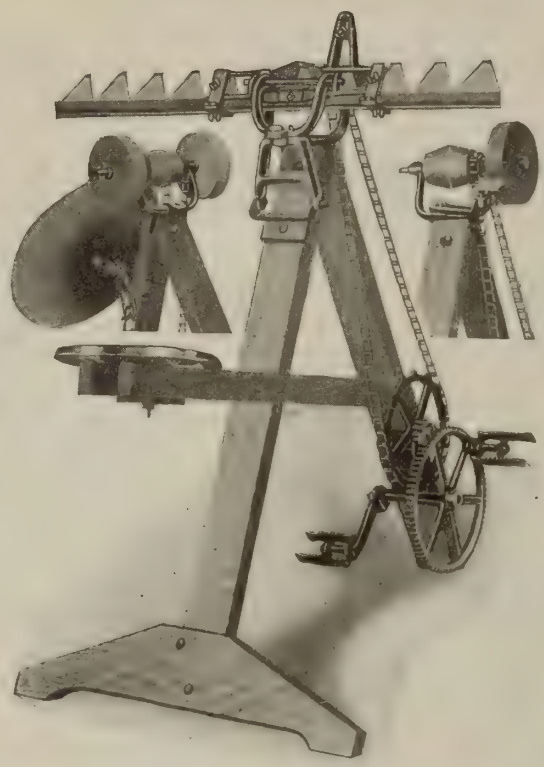
This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages **8x11 Inches** **300 Illustrations**

Price $2.50. (Payable in Advance)

Send for Descriptive Circular

Technical Books, 143-149 University Ave., Toronto



"Farm Special" for grinding all Farm Tools.

No. 63.



Shaft-drive for mechanics and farmers—foot and engine power. No. 273.

LUTHER

Dimo-Grit

TOOL GRINDERS

The Luther Line includes 32 types of grinders to meet every tool sharpening need for mechanics, farmers, ranchers, machinists, carpenters and every class of tool-users. Every grinder is scientifically designed, strongly built and fully protected by patents.

25 Times Faster Than Grindstones

Dimo-Grit, the new artificial diamond abrasive, best for steel, cuts hardest steel as emery cuts copper. It peels steel away in tiny shavings instead of wearing it away like emery or the grindstone. 25 times faster than the grindstone, 10 times more efficient than emery. No need of cooling with water—no danger of drawing temper.

Shaft Drive Grinders for Farmers and Mechanics.

The Luther shaft-drive grinder is built entirely of steel and iron, with shaft drive in dust-proof housing. It sells in 4 outfits, including one for farmers and one for mechanics. The farmers' outfit includes disc and sickle grinding attachments, and other tool rests for all grinding of farm tools. The mechanics' outfit includes plane-bit and twist drill sharpening attachments, and provides for every sharpening and polishing need. Extra attachments transfer this grinder into jig and circle saws, drill, forge, lathe, milk tester, etc.

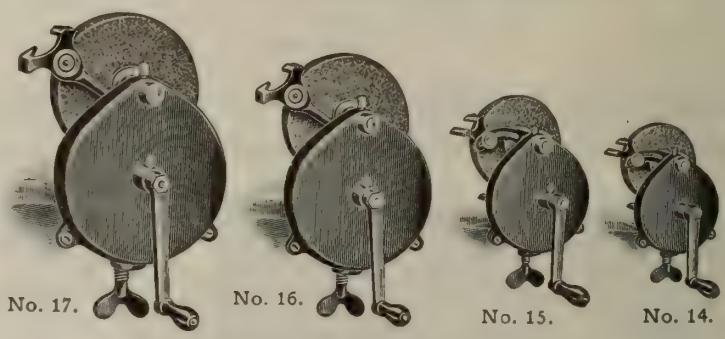
Good Profits for Dealers.

The fast-cutting Dimo-Grit wheels, the superior design and construction of Luther grinders enable dealers to make quick sales. Profits are good, and we give price protection. Write for full information about complete line.

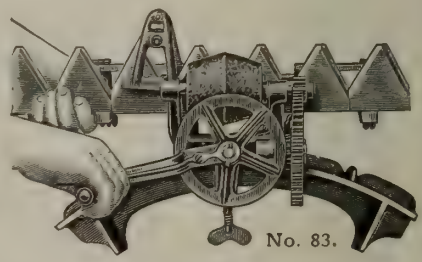
LUTHER GRINDER MFG. CO.

Dept. 139, Stroh Bldg., Milwaukee, Wis.

Canadian Distributors:—Henderson & Richardson, Montreal; Moncrieff & Endress, Ltd., Winnipeg; J. M. Kains & Co., Vancouver, B.C.



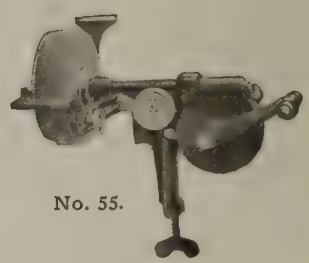
"Mechanics Special"—hand and foot power.



Spartan



"Compacto"—quickly taken apart or assembled for tool chest service.



"Best Maide" uses every surface of wheel.

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Acme Shear Co. 87
Allan Hills Edge Tool Co. 9
American Shearer Co. 86
Armstrong Bros. Tool Co. 10 86
Andrews Wire Works 81
Angle Mfg. Co. 18
Atkins & Co., E. C. 88
Atlas Mfg. Co. 86
Aylmer Pump & Scale Co. 82

Barnett, G. & H. 80
Barker, D. J., & Son 16
Barton Netting Co. 76
Bissell Carpet Sweeper Co. 24
Bosse & Banks 86
Bowser, S. F., & Co., Ltd. 59
Brandram-Henderson, Ltd. 57
Bradstreets 89
British Am. Assce. Co. 85
Bridgeport Hdwe. Mfg. Corp..... 23
Buck Stove Co., Wm. 8
Buffalo Mfg. Co. 74
Burgess Norton Co. 90
Burrow Stewart & Milne 17

Cameron & Campbell 68
Canada Cement Co. 5
Canada Foundry Co. 84
Canada Paint Co. 67
Canada Steel Goods Co. 8
Canada Wire & Iron Goods Mfg. Co. 74
Canadian Copper Co. 75
Can. Fairbanks-Morse Co., Ltd. 2
Canadian Ferrosteel Co. 29
Canadian Hart Wheels 86
Canadian Oil Cos. 68
Canadian Tube & Iron Co. 31
Can. Heating & Ventilating Co..... 18
Carborundum Co., The 1
Cartland & Sons, Jas. 73
Chapin, Stevens Co. 85
Chadeloid Chemical Co. 66
Cheney & Sons, S. 86
Chicago Tubing & Braiding Co.... 89
Chicago Spring Butt Co. ..... Inside back cover
Collette Mfg. Co. 25
Connor, J. H., & Son 91
Consolidated Plate Glass Co. 24
Crooks, Jonathan, & Son 85
Crawford, W. C. 77
Crown Sharpley 77
Cummer-Dowswell, Ltd. 21

Davidson, Thos., Mfg. Co. 20
Deming Co., The 11
Disston, Henry, & Sons 28
Directory of Manufacturers 86 87
Dominion Cartridge Co. 34
Dorken Bros. 28
Dougall Varnish Co. 69

Ely Mfg. Co., Theo. J. 30
Enterprise Enamel Co. 25
Enterprise Foundry Co. 14
Enterprise Mfg. Co. 9

Ford Auger Bit Co. 75
Fox Supply Co. 26

Garlock Packing Co. 83
Gibb, Alexander 86
Glidden Varnish Co.Outside front cover
Gloekler, Bernard 70
Goodell-Pratt Co. 93
Grand Rapids Hdwe. Co. 73
Greening, B., Wire Co. 20
Greeff Bredt & Co. 68
Guelph Spring & Axle Co. 87
Gutta Percha & Rubber Mfg. Co. ..... Inside back cover
Gurney Foundry Co. 27

Hall Zryd Fdry. Co. 15
Hamilton & Son, C. J. 29
Hamilton Stamp & Stencil Wks.... 86
Harris, J. W., Co. 76
Heinisch, R., Sons Co. 61
Henderson & Richardson 70
Howland, H. S., Sons & Co. 7
Hupfeld Ludecking Co. 61
Hutton, Jas., & Co. 84

Imperial Varnish & Color Co. 55
International Varnish Co. 71

James & Reid 86
Jamieson & Co., Ltd., R. C. 63
Jardine, A. B., & Co. 89
Jenkins Bros. 11
Jenkins & Hardy 89

Kuhne Anderton Mfg. Co. 25
Kyle, P. 87

Laidlaw Bale Tie Co. 80
Lamplough, F. W. 87

Lewis Bros., Ltd. 3
Lloyd, Ed. 89
London Bolt & Hinge Works 85
London Emery Works 73
London Foundry Co. 76
London Rolling Mill Co. 75
Lowe Bros., Ltd. 55
Lufkin Rule Co. .....Inside back cover
Luther Grinder Co. 92

McArthur, Alex., & Co. 61
McAvity & Sons, T. 55
McClary Mfg. Co. 12 13
McDougall, R., Co. 74
McGlashan-Clarke Co., Ltd. 76
McKinnon Chain Co. 80

Magnolia Metal Co. 72
Maple City Mfg. Co. 84
Martin, The L., Co. 73
Martin-Senour Co. 69
Maxwell, D., & Sons 80
Metal Shingle & Siding Co. 21 89
Millers Falls Co. 77
Mitchell & Co., David 86
Montreal Hdwe. Mfg. Co. 10
Moore & Co., Benjamin 63
Morris & Bailey Steel Co. 72
Morrison Brass Mfg. Co., Jas..... 30
Myers & Bro., F. E. 89

National Acme Mfg. Co. 26
National Hardware Co. 26
National Safety Snap Co. 84
Newman, W., & Sons 86
Nicholson File Co. 81
Norsworthy & Son, C. 90
North Bros. Mfg. Co. 1
Northern Aluminum Co. 22
Nova Scotia Steel & Coal Co..... 89

Oakey, John, & Co. 75
Ohio Foundry Co. 78
Oneida Community..Outside back cover
Ontario Lantern & Lamp Co., Ltd. 71
Otterville Mfg. Co. 84

Parker Co., Chas. 30
Parmenter Bullock Co., The 86
Pease Fdry. Co. 87
Peterborough Lock Co. 88
Pittsburg Lamp, Brass & Glass Co., The 23

Prentiss Vise Co. 85
Pinchin-Johnson & Co., Ltd. 59
Pink, Thos. 19
Plymouth Cordage Co. 4

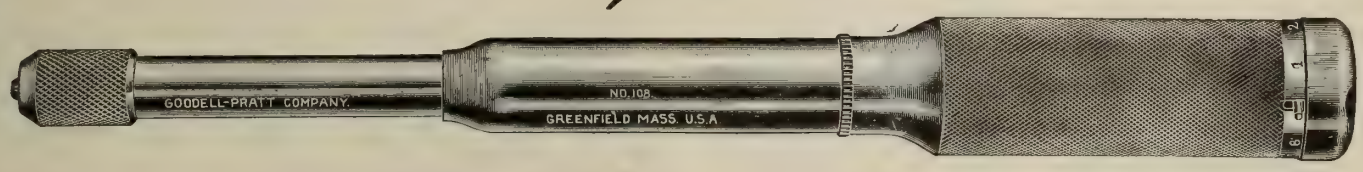
Ramsay, A., & Sons Co. 66
Raymond Bros. 86
Richards Wilcox Mfg. Co. 78
Rice Knight, Ltd. 23
Robertson Mfg. Co., Ltd., P. L.... 96
Ross Rifle Co. 96

Sapho Mfg. Co. 34
Samuel, M. & L., Benjamin & Co. 83
Seymour, Henry T., Shear Co..... 87
Sharratt & Newth 87
Shaw, A., & Son 87
Sheet Metal Products Co. 2
Shurly-Dietrich Co., Ltd. 31
Simonds Canada Saw Co. 82
Smith Hardware Co. 85
Soren Bros. 23
Southington Mfg. Co. 86
Spooner, Alonzo W., Ltd. 86
Standard Paint & Varnish Co..... 65
Standard Chain Co. 72
Standard Rule & Level Co. 72
Steel Co. of Canada, Ltd. 6
Stephens, G. F., & Co. 63
Stover Mfg. Co. 79
Still, J. H. .....Inside back cover
Stratford Mfg. Co. 81

Tallman Brass & Metal Co. 84
Thompson, B. & S. H. 82
Toledo Cooker Co. 16
Toronto Plate Glass Importing Co. 61
Townsend & Co., S. P. 29

Walker Bin & Store Fixture Co.... 12
Want Ads. 64
Ware Mfg. Co. 79
Western Assurance Co. 85
Western Distributors, Ltd. 86
Western Wire & Nail Co. 87
Western Clock Co..Inside front cover
Wheeler & Bain 29
White Mop Wringer Co. 75
Whitman & Barnes Mfg. Co..... 79
Wilckes-Martin-Wilckes Co. 84
Winnipeg Ceiling & Roofing Co..... 74
Winnipeg Paint & Glass Co., Ltd. 65
Wright, E. T., & Co. 31

Goodell-Pratt's



AUTOMATIC DRILL de LUXE No. 108

While the cut above illustrates our No. 108, it is only one of our Automatic Drill line.

The complete line is such as to meet all requirements.

In our Catalogue there are shown and described over 1,200 tools and devices.

And say! "Let us send you one."

GOODELL-PRATT COMPANY Toolsmiths

Greenfield, Massachusetts, U.S.A

CLASSIFIED LIST OF ADVERTISEMENTS

Abrasive Wheels
London Emery Works, London, Eng.
Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Wheels, Hamilton.

Aluminum Ware
Hero Mfg. Co., Philadelphia.
Northern Aluminum Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
Ware Mfg. Co., Toronto.
Wondershine Limited, Toronto.

Ammunition
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York.

Animal Traps
Oneida Community Ltd., Oneida, N.Y.

Anchors
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.

Auger Bits
Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.
Tobin Arms Mfg. Co., Woodstock.

Babbitt Metal
Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
Tallman Brass & Metal Co., Hamilton.

Bar Iron
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.

Bale-Ties
Laidlaw Bale-Tie Co., Hamilton, Ont.

Bar Urns
Buffalo Mfg. Co., Buffalo. N. Y.

Bath Room Fittings
Buffalo Mfg. Co., Buffalo, N.Y.
S. Sternau & Co., Brooklyn, N.Y.

Belting
Dominion Belting Co., Ltd., Hamilton
Sadler & Haworth, Montreal.

Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Co., Toronto.

Bird Cages
E. T. Wright & Co., Hamilton.

Binder Twine
Plymouth Cordage Co., N. Plymouth, Mass.

Bolts and Nuts
London Bolt and Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.
National Acme Mfg. Co., Montreal.

Boilers and Radiators
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.

Bolts—Expansion
Star Expansion Bolt Co., New York.

Brackets Shelf
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
Stanley Works, New Britain, Conn.

Brass Goods.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton
Stover Mfg. Co., Freeport, Ill.

Brass, Sheets, Tubes and Rods.
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton

Brushes.
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.

Bridle Rings—Galvanized, Brass and Plain.
Star Expansion Bolt Co., New York.

Builders' Tools and Supplies.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lufkin Rule Co., Saginaw, Mich.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., N. Britain

Builders' Hardware.
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough.

Butts.
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain, C.

Cans
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., Toronto.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

Carriers, Cash and Parcel
Hamilton Brass Mfg. Co., Hamilton.

Carpet Sweepers
Bissell Carpet Sweeper Company, Grand Rapids, Mich.

Carriage Heaters
Chicago Flexible Shaft Co., Chicago.

Carriage Springs and Axles
Guelph Spring and Axle Co., Guelph.

Cartridges
Dominion Cartridge Co., Montreal.

Cash Registers
National Cash Register Co., Toronto.

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Cement
Canada Cement Co., Montreal, P.Q.
Alf. Rogers, Ltd., Toronto.
B. & S. H. Thompson & Co., Montreal

Churns
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont
Maxwell, David, & Sons, St. Mary's, Ont

Chafing Dishes
Buffalo Mfg. Co., Buffalo.
S. Sternau & Co., Brooklyn, N.Y.

Chaplets
S. Cheney & Son, Manlius, N.Y.

Chicken Coops.
Triangle Mfg. Co., Freeport, Ill.

Clippers—All Kinds
American Shearer Mfg. Co., Nashua, NH
Chicago Flexible Shaft Co., Chicago.
Coates Clipper Mfg. Co., Worcester, Mass.

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines
Cummer-Dowswell Ltd., Hamilton, Ont
Hamilton Cotton Co., Hamilton.

Clothes Wringers
Cummer-Dowswell Ltd., Hamilton, Ont
American Wringer Co., New York City
Lovell Mfg. Co., Erie, Pa.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Cordage
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Cow Ties
Greening, B., Wire Co., Hamilton.
McKinnon Dash and Metal Co., St. Catharines.
Oneida Community, Ltd., Niagara Falls

Cuspidors
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co., Montreal
Crookes, Jonathan & Son.
Dorken Bros. & Co., Montreal.
Greeff, Bredt Co., Toronto.
Henderson & Richardson, Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S., Sons & Co., Toronto
Hutton, Jas., & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.

Door Bolts.
Montreal Hdwe. Mfg. Co., Montreal.

Door Checks.
Wm. Keating, Toronto.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.

Door Hangers.
F. E. Myers & Bro., Ashland, O.
Richard Wilcox Mfg. Co., Aurora, Ill.

Door Springs.
Stover Mfg. Co., Freeport, Ill.

Drawer Pulls.
P. & F. Corbin, New Britain, C.
Stover Mfg. Co., Freeport, Ill.

Drills, Brick and Stone.
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.

Drills—High Speed
Alexander Gibb, Montreal.

Drinking Cups
Hero Mfg. Co., Philadelphia.

Dry Batteries
Canadian Carbon Co., Winnipeg.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.

Emery or Corundum Wheels
The Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Wheels Limited, Hamilton, Ont.
London Emery Works, London, Eng.

Electric Fixtures
The Barton-Netting Co., Ltd, Windsor Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Emery Cloth
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Emery Wheels.
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Enameled Ware
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
McClary's, London, Ont.

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Fencing—Woven Wire
The Steel Co. of Canada, Ltd., Hamilton.
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor, Banwell & Co., Walkerville.

Files and Rasps
Barnett Co., G. & H., Philadelphia, Pa
Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.

Firearms and Ammunition
Harrington & Richardson Sons Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
Tobin Arms Mfg. Co., Woodstock.

Fire Escapes
Canada Foundry Co., Ltd., Toronto.
Dennis Wire & Iron Co., London.

Fire Grates.
Ohio Foundry & Mfg. Co., Steubenville, O.

Fine Irons
Stover Mfg. Co., Freeport, Ill.

Fire Place Furnishings
The Barton-Netting Co., Ltd., Windsor, Ont.

Flint Paper
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Food Choppers
Enterprise Mfg. Co., Philadelphia.
D. Maxwell & Sons, St. Mary's.

Foot Warmers
Chicago Flexible Shaft Co., Chicago.

Forgings
Steel Co. of Canada, Limited, Hamilton.

Furnaces, see Stoves

Galvanizing
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd, Hamilton.

Galvanized Iron
W. Gilbertson & Co., Ltd., Alex. Gibb, Montreal, Agent.
Henderson & Richardson, Montreal.
John Lysaght, Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.

Gas Fixtures
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto

Glass
Hobbs Mfg. Co., London.
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg
Consolidated Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
B. & S. H. Thompson & Co., Montreal.

Glass, Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.

Glass Paper
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Glass, Wired
Hobbs Mfg. Co., London.
Toronto Plate Glass Imp. Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto

Glaziers' Diamonds
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.

Glue
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.

Grinding Machinery.
London Emery Works, London, Eng.

Grindstones
Richards-Wilcox Mfg. Co., Aurora, Ill.
American Grinder Mfg. Co., Milwaukee.

Guns
Harrington & Richardson Arms Co. Worchester, Mass.
Tobin Arms Mfg. Co., Woodstock, Ont.
C. J. Hamilton & Son, Plymouth, Mich.

Hammers
Stover Mfg. Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles
Still, J. H., Mfg. Co., St. Thomas.
W. C. Crawford Co., Tilbury.

Hardware, Metal Window.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.

Hay Unloading Tools
F. E. Myers & Bro., Ashland, Ohio.

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananoque.
Montreal Hardware Co., Montreal.
The Stanley Works, New Britain, Conn.

Hinges, Spring
Chicago Spring Butt Co., Chicago.
Standard Mfg. Co., Shelby, Ohio.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
St. Marys Wood Specialty Co., St. Marys.

Hooks
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Stover Mfg. Co., Freeport, Ill.

Hoop Iron
The Steel Co. of Canada, Ltd., Hamilton.

Hoops—Steel and Wire
Laidlaw Bale-Tie Co., Hamilton, Ont.

Horseshoes and Nails
Steel Co. of Canada, Ltd., Hamilton

Ice Cream Freezers
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

Ice Cutting Tools
North Bros. Mfg Co., Philadelphia, Pa

Iron and Steel Bars
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton
London Rolling Mill Co., London.

Iron Pipe
Steel Co. of Canada, Ltd., Hamilton.
Canada Tube & Iron Co., Montreal.

Iron Pumps
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
Red Jacket Mfg. Co., Davenport, Iowa
F. E. Myers & Bro., Ashland, Ohio.

Knife Polish
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Ladders, Step.
Otterville Mfg. Co., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.

Ladders—Shelf
Hamilton Brass Mfg. Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Lamps, Acetylene
Maple City Mfg. Co., Monmouth, Ill.

Lampblack
The L. Martin Co., New York.
Wilckes Martin Wilckes Co., New York

Lanterns
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.

Lawn Fencing
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
McGregor Banwell & Co., Walkerville
Banwell Hoxie Wire Fence Co., Hamilton.

Lawn Mowers
D. Maxwell & Sons, St. Mary's, Ont.
Supplee Hardware Co., Philadelphia
Clipper Lawn Mower Co., Dixon, Ill.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.

Lawn Swings
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Lightning Rods
Hamilton Brass Mfg. Co., Hamilton, Ont.

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools
Pink, Thos., & Co., Pembroke, Ont

Manufacturers' Agents
Gibb, Alexander, Montreal.
McIntosh, H. F., & Co., Toronto.
Western Distributors Ltd., Saskatoon.

Mantels and Grates
The Barton-Netting Co., Ltd., Windsor, Ont.

Match Boxes
Stover Mfg. Co., Freeport, Ill.

Metals
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
McKechnie Bros., Birmingham, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
Tallman Brass & Metal Co., Hamilton
Thompson, B. & S. H. & Co.,Montreal

Metal Lockers
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.
John C. Wilson, Ottawa.

Metal Stove Fronts
Canada Foundry Co., Ltd., Toronto.

Mop Holder
Theo. J. Ely Mfg. Co., Erie, Pa.

Mop Wringers
Theo J. Ely Mfg. Co., Girard, Pa.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.

Nails, Wire
Laidlaw Bale-Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. C., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton.

Oilers
Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E. T. & Co., Hamilton, Ont.

Oil Stones
Canadian Hart Wheels, Hamiltos, Ont
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Oil Tanks
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont

Packing
Garlock Packing Co., Hamilton, Ont.

Paints, Oils, Varnishes
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover
Chadeloid Chemical Co., New York.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.

Perforated Sheet Metals
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Samuel Benjamin & Co., Toronto.
A. C. Leslie & Co., Montreal.

Pipe, Wrought Lead and Galvanized
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pliers
Henderson & Richardson, Montreal.
Smith Hardware Co., Montreal.

Poultry Netting
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Pruning Knives
International Tool Co., Detroit.

Pulleys (Sash, etc.)
P. & F. Corbin, New Britain, Conn.

Pumps
Canada Foundry Co., Ltd., Toronto.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Red Jacket Mfg. Co., Davenport, Iowa.

Pumps, Power
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.

Rat Traps
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.

Razors
Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorker Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Kampfe Bros., New York.

Razor Blades.
Schramberger, Uhrfedernfabrik, Schramberg, Germany.

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton.
Carborundum Co., Niagara Falls, N.Y.

Razor Strops
J. R. Torrey & Co., Worcester, Mass.

Registers
Jas. Stewart Mfg. Co., Woodstock, Ont.
Canadian Ferrosteel Co., Bridgeburg.

Rivets
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies
Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
Canadian Supply Co., Toronto.
Dominion Roofing Co. of Canada, Ltd., Toronto.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg.

Rope
Independent Cordage Co., Toronto.

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.

Saws
Atkins, E. C., & Co., Indianapolis, Ind.
Disston, Henry, & Sons, Philadelphia.
Drabble & Sanderson, Sheffield, Eng.
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

Scales
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Renfrew Scale Co., Renfrew, Ont.

Screen Door Sets
P. & F. Corbin, New Britain, Conn.
Stanley Works, New Britain, Conn.

Screws, Nuts, Bolts
National Acme Mfg. Co., Montreal.
Steel Co. of Canada, Limited, Hamilton.

Screws, Wood
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Hamilton.

Scythe Stones
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors
Acme Shear Co., Bridgeport, Conn.
R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
J. Wiss & Sons Co., Newark, N.J.

Shelf Boxes
Cameron & Campbell, Toronto.

Shellacs
Berry Bros., Walkerville.

Shovels and Spades
Spear & Jackson, Sheffield, Eng.

Sieves and Screens
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silverware
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.

Sporting Specialties.
Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Cavers Bros., Galt, Ont.
T. Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.
Spramotor Co., London.

Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.

Spring Hinges, Etc.
Chicago Spring Butt Co., Chicago, Ill.
Standard Mfg. Co., Shelby, Ohio.

Stains, Shingle
Berry Bros., Walkerville.

Stains, Wood
Berry Bros., Walkerville.

Staples
B. Greening Wire Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton.

Steel—High Speed
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.

Steel—Cold Rolled Strip
Morris & Bailey Steel Co., Pittsburg.

Steel Wire Hoops
Steel Co. of Canada, Ltd., Hamilton.

Stencils
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont.
Herod Machine & Stamping Co., Brantford.

Store Ladders
Hamilton Brass Mfg. Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Stoves, Furnaces
Burrow, Stewart & Milne Co., Hamilton.
Findlay Bros., Carleton Place.
Clare Bros. & Co., Preston.
Holland Furnace Co., Holland, Mich.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Picton.

Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.
McClary Mfg. Co., London, Ont.

Tacks
The Steel Co. of Canada, Ltd.,Hamilton.

Tapes
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor, Ont.

Tin Plate
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
M. & L. Samuel, Benjamin & Co., Toronto.

Tools
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Tulls Edge Tool Co., Galt.
Armstrong Bros. Tool Co., Chicago.
Robt. Sorby & Sons, Sheffield.
Stanley Rule & Level Co., New Britain.
International Tool Co., Detroit.

Tools—Metal Workers'
Brown-Boggs Co., Hamilton.

Tool Grinders
American Grinder Mfg. Co., Milwaukee Wis.
Luther Grinder Mfg. Co., Milwaukee.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Trucks
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Renfrew Scale Co., Renfrew, Co.

Varnishes: See Paints
Berry Bros., Limited, Walkerville, Ont
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.

Ventilators
Harris, J. W., Co., Montreal.

Vises
Henderson & Richardson, Montreal.
Hollands Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.

Washing Machines, Etc.
J. H. Connor & Son., Ottawa, Ont.
Cummer–Dowswell Ltd., Hamilton, Ont
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.

Wall Plaster
Manitoba Gypsum Co., Winnipeg.

Waffle Irons
Stover Mfg Co., Freeport, Ill.

Wagons—Children's
Wodstock Wagon Co., Woodstock.

Washers
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

White Lead
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Limited, Hamilton

Wholesale Hardware
Caverhill, Learmont & Co., Montreal
Howland, H. S., Sons & Co., Toronto
Lewis Bros. & Co., Montreal.

Window Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Guards
B. Greening Wire Co., Ltd., Hamilton

Wire Door Guards
B. Greening Wire Co., Ltd., Hamilton

Wire—Iron, Steel, Brass and Copper
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

Wire Mats
Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery
Ed Brand, 472 Moss Lane., Manchester Eng.

Wire Products
Andrews Wire Works, Watford, Ont.

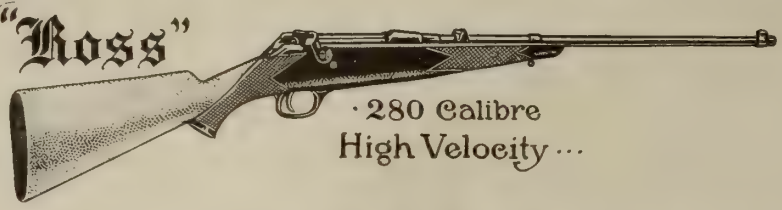
Wire Rope.
The B. Greening Wire Rope Co., Ltd. Hamilton.

Wire Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Jas. Steele Limited, Guelph, Ont.

Wood Finishes
Berry Bros., Walkerville.

Wrenches
Cochran Pipe Wrench Co.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdwe. & Tool Co., Springfield, Mass.

Ross Rifles Please Both Purchaser and Seller



The Rifles are good and cheap at the price, and dealers make a reasonable profit on them.

UP-TO-DATE DEALERS WON'T REST

until every customer of theirs who seeks a rifle, and can afford it, has purchased a Ross High Velocity.

THE RETAIL PRICE IS $70.00.

Dealers make their profits on a $70.00 sale instead of on $25.00, or $35.00, and the customer gets a rifle of which he may well be proud. For accuracy and power, it has absolutely no superior. Have these points ever occurred to you?

DISCOUNTS, ETC., ON APPLICATION.

THE ROSS RIFLE CO., - QUEBEC, QUE.

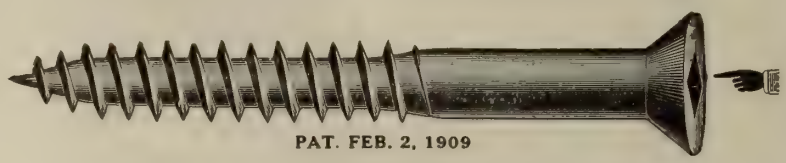
ROBERTSON SOCKET HEAD WOOD SCREWS



The hardwareman who is wide awake can make excellent profits by boosting this new wood screw.

The square hole, into which a specially made screwdriver fits, has become extremely popular with every user. With this the woodworker can do the work in less time and without danger of destroying the wood, as the screwdriver cannot slip.







We are also manufacturers of Hand Drivers, Yankee Bitt, Brace Bits, Rivets, Burrs, Washers, Nails, Wire, etc.



Write for catalogue and prices.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

TORONTO WAREHOUSE, 19 Jarvis Street, - F. J. Schuch, Agent

"Absolute Quality"

is a thing to be considered when buying axe handles.

STILL'S
AXE HANDLES

are now specified by leading hardwaremen who have given them a trial.

"Still's" Handles have been time-tried, and have not been found lacking in quality or durability.

The selection of the wood is made by skilled workmen—men who know their business.

Before placing your order, write us.

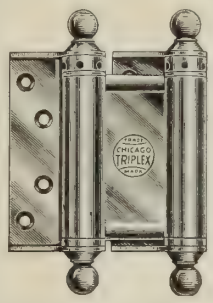
J. H. STILL MFG. CO., Ltd.

ST. THOMAS, . ONT.

CHICAGO SPRING BUTTS

TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO TRADE CSB CO MARK NEW YORK



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM

MANUFACTURED SOLELY BY

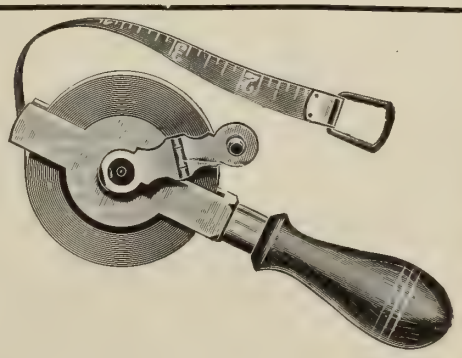
The Gutta Percha & Rubber Mfg. Co. of Toronto, Limited

Toronto Montreal Halifax Winnipeg Calgary Vancouver

MEASURING TAPES

MUST BE ACCURATE

To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.



Those that bear this Trade-Mark **LUFKIN**

are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.

FOR SALE BY ALL JOBBERS. **THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.**

CATALOGUE ON REQUEST



Canadian Factory—Niagara Falls, Ont.

CANADA'S ONLY WEEKLY HARDWARE PAPER.

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXIV. Publication Office: Toronto, Canada No. 37

Sept. 14, 1912



WHAT!

They Need Painting Again! Let's Buy

Amatite ROOFING

It Needs No Painting



AMATITE has a **real mineral surface;** it needs no paint to protect it. In rain and sun and snow and hail, Amatite takes care of itself. It needs no coddling; there is no maintenance cost. You lay it and leave it.

The mineral surface is durable, permanent, absolutely weatherproof, unaffected by climate, insoluble in water, not injured by smoke.

Amatite is easy to lay. No skilled labor is required. You simply unroll it on the roof, and nail it down with nails which we supply to you. Cement the laps with the adhesive cement which we also supply free packed in the centre of the roll.

Amatite costs no more than the kind of roofings that require constant painting. You get twice as much weight of roofing for your money as you do with other roofings.

Sample free on request. Address nearest office.

Everjet Elastic Paint

Save money by using this black paint wherever the color is no objection. Elastic, heat-proof, durable. Use it for roofings and all exposed iron and wood.

Creonoid Lice Destroyer and Cow Spray

Sprayed on cattle it keeps the flies away, and the cows thus protected produce more milk. Sprayed in the hen house regularly Creonoid will kill disease germs, repel insects, suppress odors and prevent the spread of contagion.

THE PATERSON MFG. CO., LIMITED

Montreal Toronto Winnipeg Vancouver St. John, N.B. Halifax, N.S.

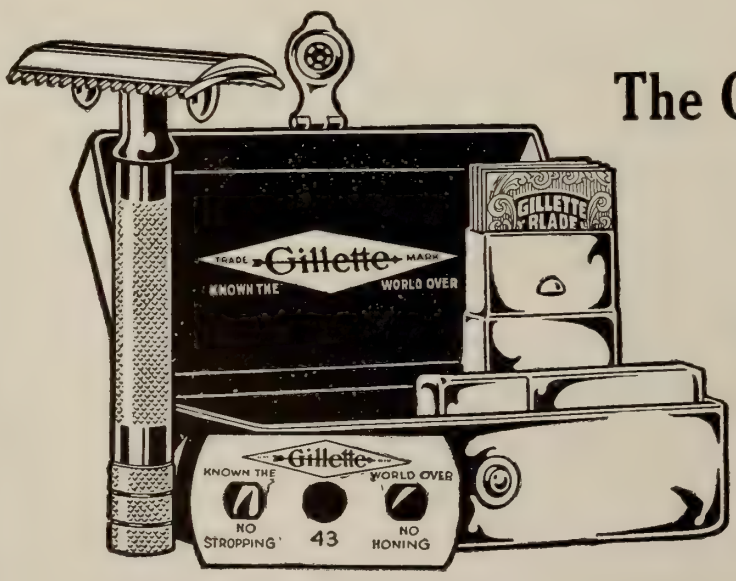
Are You a Speculator—
or a Level-Headed Business Man ?

You know that the sales of the GILLETTE have for years far exceeded those of any other razor, and that with each succeeding year the GILLETTE'S lead increases. Over six million are now in use, and sales exceed a million a year.

Place an order for GILLETTE Safety Razors and you are not **speculating** in an uncertain proposition—you are **investing** in perhaps the most staple article that ever comes into your store.

For you can be very sure that if there is any change in the quality of razors or blades it will be still further improvement—that GILLETTE users will continue to recommend it to their friends as the best—that GILLETTE advertising will keep right on dominating all razor advertising, and strengthening the demand—and that whatever fluctuation there may be in the market prices of **other** goods, or however competitors may cut **other** prices, you are absolutely certain of getting the **full price** for every GILLETTE you handle.

Concentrate your energies on the one sure thing in the razor trade—the GILLETTE. It's made best—shaves best—sells best —PAYS best.

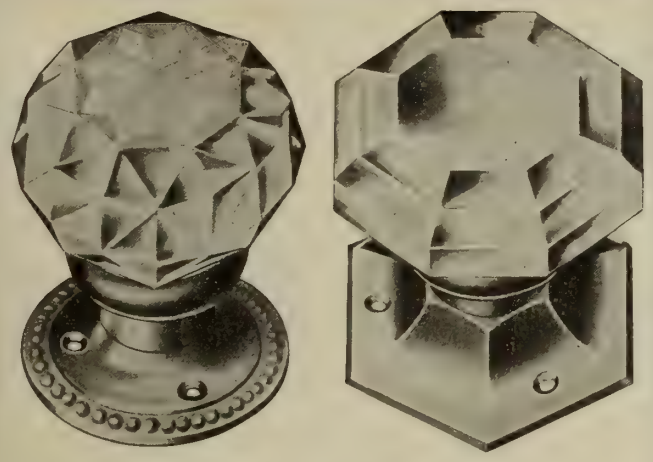


The Gillette Safety Razor Co.
of Canada, Limited

Office and Factory:

The New Gillette Building
Montreal

TRADE Gillette MARK
KNOWN THE WORLD OVER



A few of our beautiful line of

Cut Glass Knobs

HIGH-CLASS BUILDERS' HARDWARE of all kinds for high-class buildings, banks, offices, residences, etc.

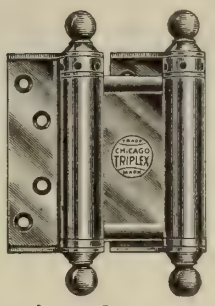
The Belleville Hardware and Lock Manufacturing Co.
LIMITED

Head Office and Factory — BELLEVILLE Canada

CHICAGO SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO — TRADE C.S.B. CO MARK — NEW YORK

A New Line

"Yankee" Plain Screw Drivers

Strong, durable, well balanced tools, of the same high quality of material and workmanship as other "Yankee" Tools, which to-day are without equal.

The blade and ferrule are highly polished, the handle of hardwood, finished in dull black, making a handsome appearance.

Each tool is thoroughly tested and the blades positively guaranteed not to turn in the handle.

Your Jobber Will Supply You

No. 90, Standard Style, Fourteen Sizes, 2 to 30 in.

No. 95, Cabinet Style, (Slim Blade) Eleven Sizes, 2½ to 15½ in.



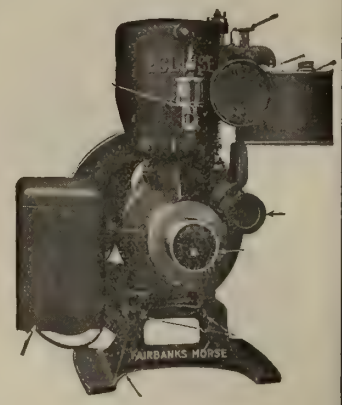
Made by

North Bros. Mfg. Co.

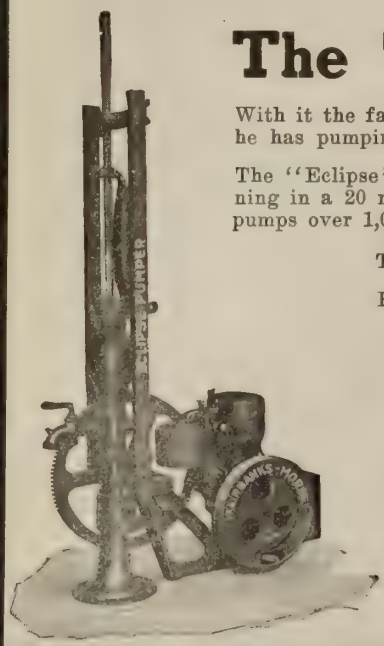
PHILADELPHIA, PA.

More Reliable Than the Windmill

Every Farmer is a Prospective Buyer



At one time the farmer endorsed the windmill as a convenience and necessity. Since then times have changed. New things are constantly taking the place of the old. Such is the case with



The "ECLIPSE" Pumper

With it the farmer does not have to depend on the wind or the weather—he has pumping power when he needs it.

The "Eclipse" will pump as much water as a 10 or 12 ft. windmill running in a 20 mile wind. It uses about one pint of gasoline per hour, and pumps over 1,000 gallons of water.

This small operating cost will appeal to every farmer.

Put an "Eclipse" in stock and get after the farmers. You will get surprising results.

Write for full particulars.

The Canadian Fairbanks-Morse Co.,
LIMITED

MONTREAL	TORONTO	SASKATOON
ST. JOHN	WINNIPEG	VANCOUVER
OTTAWA	CALGARY	VICTORIA

STANDARD Open Galvanized



THE

S.M.P. COAL HODS

PRICES ON APPLICATION

STANDARD Funnel Japanned



GALVANIZED	*Sizes — Inches*			
Standard—Open	16	17	18	..
Standard—Funnel	..	17	..	..
Daisy—Open	..	17	..	..
English Pattern	..	17	..	..
Furnace—Open	..	..	..	20

JAPANNED	*Sizes—Inches*			
Plain or Gold Band—Open	16	17	18	..
Gold Band or Extra Finish—Funnel.	..	17	..	..
Daisy—Open	..	17	..	..
Covered—Extra Finish	..	17	..	..
Furnace—Open	..	..	..	20

Galvanized and Japanned Coal Hods that are made to meet the requirements of the trade. Our Galvanized Coal Hods are strong and substantially made from heavy iron, with an extra heavy and perfectly even surface of galvanizing. Our Japanned Ware embodies in itself the durability of iron with a heavy, rich, black finish, derived from perfect and up-to-date Japanning.

THE SHEET METAL PRODUCTS COMPANY OF CANADA - - SUCCESSORS TO - - - LIMITED
KEMP MANUFACTURING COMPANY

MONTREAL TORONTO WINNIPEG

DON'T PONDER

too long about ordering your full requirements for the balance of the year.

Present Prices

are not very high, and are most likely to go higher.



DON'T BE TOO CAUTIOUS

about specifying liberally on all staple lines.

Every change in Price recently has been an advance in price.

MAIL ORDERS

as well as orders given our salesmen should contain **liberal specifications** covering all staple lines.

PRICES ARE ON THE RISE

and we are very optimistic regarding the near future. We believe all staples will reach a higher level and those buying now will make something on the later advances.

WE ARE LOADING OUR WAREHOUSES

in anticipation of higher prices and a very big fall business.

We have specified more liberally for our present fall and winter stocks than we have done since 1905 or 1906.

When Prices are Rising is the time to buy

and we believe those specifying **immediately** for their fall and winter needs **in liberal quantities** will have no occasion to regret it, and will most likely have good reason to be pleased.

WE ARE RECEIVING HEAVY SHIPMENTS OF

Lumbering Tools	Builders' Hardware	Snow Shovels	Simplex Roofing Nails
Axes, Axe Handles	Chain and Rope	Horse Blankets	Miller Oil Heaters
Cross Cut Saws	Pipe, Glass	Sleigh Bells	Ash Sifters
Skates, Hockey Sticks	Prepared Roofings	Cow Ties	Ash and Garbage Cans

Merchants alive to present opportunities will not neglect these items.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER



ROYAL POLISHES.

The Royal Polishes Co., of Montreal, exhibited their "Royal" metal polishes at the Canadian National Exhibition this year for the first time.

In a booth in the Manufacturer's Annex, nicely decorated in colors, they had an attractive display of their polishes. At the rear the different lines of "Royal" polishes were built up in pyramid shape, showing them up to good effect.

Royal polishes are already well known to both the trade and public in Canada and are making rapid headway.

Their "Royal" Metal Polish in both liquid and paste can be used for all kinds of metals, and will clean, brighten and polish gold, silver, nickel, brass, copper, steel, zinc, tin and other metallic surfaces both hot and cold. A big feature is that it will not injure even the finest metals, as it contains no acid or grit. These are all points that are bringing it into favor and are excellent arguments for the dealer to use in pushing its sales. It is already extensively used by the railways of Canada in their different departments.

Besides, they manufacture Royal Bar Metal Polish, a general cleanser and Royal Liquid Silver Polish, which is especially adapted for cleaning and polishing silver.

Their exhibit was in charge of Mr. J. M. Graham, their Eastern Canada representative, and A. Harken, of their Montreal office.

We Are Looking For a Good Man

We have an opening which offers splendid prospects for the right kind of man.

If you are experienced in selling, have a knowledge of advertising, and know the hardware trade, we would like to hear from you.

When applying, give definite particulars of present employment, age, experience and salary required.

Address: Manager Hardware and Metal

143-149 University Avenue **TORONTO**



RAMSAY'S PAINTS.

If there was any exhibit at the National Exhibition at Toronto this year which attracted attention it was that of A. Ramsay & Son Company of Montreal in the Industrial Building.

Their unique display was the subject of a great deal of attention and favorable comment and thousands of people were impressed with the fact that "the right paint to paint right" is Ramsay's.

As usual this company had an exhibit entirely out of the ordinary, representing a farm scene showing the house, barn, silo, drive shed and other buildings all looking in finest trim, resulting from the use of Ramsay's paint.

Real grass bordered by a gravel road, a flag waving from a towering mast, a wind mill in operation and the house lighted up at night all gave a realistic touch to the scene that attracted the attention of all visitors. A painted rural scene at the sides and back made an appropriate and excellent setting.

The high quality of Ramsay's paints, oils and varnishes is well recognized by the retail trade. There is no doubt but that their exhibit this year will make many more purchasers.

PUTZ CREAM AND SILVA PUTZ.

Mr. B. A. Burke, sales manager of the American Metal Polish Co. of West Somerville, Mass., was again in charge of the company's exhibit on "Polish Avenue" in the Industrial Building.

Putz Cream Metal Polish and Silva Putz silver polish have stood the test of competition for over thirty years, and are to-day unsurpassed. Putz Cream is free from acid, and gives a quick lasting polish to all metals. Silva Putz is guaranteed to polish all kinds of silver, gold, jewelry, cut glass, etc. It contains nothing that will scratch or injure in any way, and being in paste form is very economical in use.

Samples of each of the company's products were put in neat pasteboard boxes and distributed to thousands. The company received many unsolicited testimonials from those who received samples in previous years, and have since been using the goods for various purposes.

"Putz" polishes were introduced to many who took samples, and who were referred to their retail hardwareman for further supply. Many hardware dealers report that they are already feeling the effects of this method of advertising and are ordering increased stock in anticipation of a very brisk Fall trade.



The Steel Company of Canada, Limited

BASIC OPEN HEARTH STEEL PRODUCTS

Bar Steel
Squares, Rounds,
Flats, Bands, Angles,
Special Sections, Stove Bolts,
Stove Rods, Rivets, Burrs, Wire, Bright
Wire Goods, Wire Nails, Tacks, Invincible
Field Fencing, Forgings, Horse
Shoes, Horse Nails, Wood
Screws, Machine
Screws,
Spikes

WROUGHT PIPE

MERCHANT, BLACK and GALVANIZED

White Lead, Putty, Shot, Lead Pipe

DISTRICT SALES OFFICES:
HAMILTON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, B. C.
VICTORIA, B.C., ST. JOHN, N.B., HALIFAX, N.S.



Guns, Rifles and Ammunition

Just a reminder that the lines we carry are representative of the best values and that our large and varied assortments of Fall Goods renders selection easy.

We stock the best known makes of Guns, Ammunition, etc., and you can be sure that any supplies you may purchase from us will be satisfactory both as regards quality and value.

Send Us Your Orders.

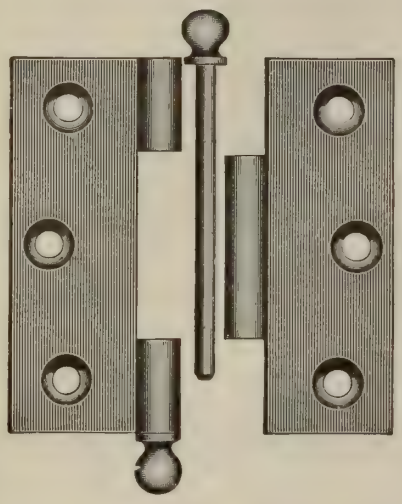
H. S. Howland, Sons & Co., Limited

Wholesale Hardware

WE SHIP PROMPTLY — **TORONTO** — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

Crescent Brand HARDWARE



Butt Hinges Strap Hinges Tee Hinges

Barn Door Hangers Parlor Door Hangers

Trolley Hangers Hinged Hasps Shelf Brackets

Wrought Staples Rollston Pulleys

Gate Hooks Wagon Hardware Etc. Etc. Etc.

Steel Sheets Bands Bars

Rods Wire

CANADA STEEL GOODS CO., Limited

HAMILTON - - - CANADA

Davidson's Cleveland Filter



DIMENSIONS—11x18

Enameled Royal Blue Outside with a Snowy White Interior

CAPACITY—12 QUARTS

Filters through a natural stone making it impossible for the typhoid germ to get below into the drinking water. They are easy to clean and keep sanitary as all that is necessary is to scrub off the sediment collected on the top of the stone and the filter is again in perfect condition and ready for good service. The top vessel of filter is furnished with a bail handle and the base has side handles and a nickel plated faucet. New stones can easily be refitted when needed.

The Thos. Davidson Manufacturing Company, Limited

MONTREAL WINNIPEG TORONTO



Why Genasco creates big business

Owners of buildings with large roof-surfaces require roofing that is economical by the year—not merely moderate in first cost.

Genasco

THE TRINIDAD-LAKE-ASPHALT Ready Roofing

is economical every way. Trinidad Lake Asphalt—Nature's everlasting waterproofer—makes Genasco last.

The roofing that meets the need of vast roof-areas has the "call" in large quantities, and swells your volume of business quickly.

Order Genasco from your jobber.

The Kant-leak Kleet for smooth-surface roofings is the easiest and safest method of applying



THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world

PHILADELPHIA
NEW YORK SAN FRANCISCO CHICAGO

Caverhill, Learmont & Company, Distributing Agents—Montreal, Winnipeg

D. H. Howden & Co., Ltd., 2 York St., London, Ont.

TRINIDAD ASPHALT LAKE.



Who seeks and will not take when once tis offered shall never find it more.
Antony and Cleopatra.



EVERY WORKMAN in our factory has absolute confidence in the Babbitt Metals we manufacture.

EVERY WORKMAN in our factory knows that nothing but the purest raw material is used, this and the knowledge that his efforts are appreciated inspires him to do his best.

EVERY WORKMAN in our factory is proud of the reputation attained by

HARRIS HEAVY PRESSURE

"The Babbitt Metal without a fault"

and of assisting to produce a Babbitt Metal which is acknowledged by all engineers as the best for all general machinery bearings.

MOST HARDWAREMEN CARRY IT IN STOCK

Do You? ***If not, write for prices***

The Canada Metal Co., Limited

Head Office and Factory: Fraser Avenue, **TORONTO**

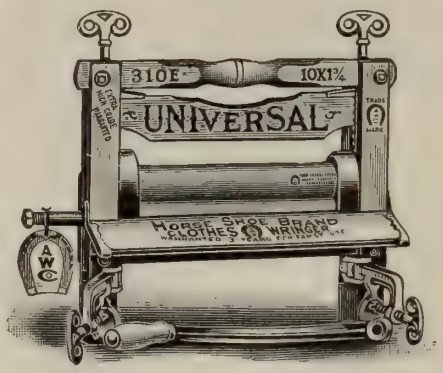
Branch Factories: Brennan St., MONTREAL Chambers St., WINNIPEG

NEW LINE

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs Enclosed Cog Wheels



Packed 3 in a case

PLAIN BEARINGS

No. 310E— - - - - Rolls, 10 x 1¾ inches
No. 311E— - - - - Rolls, 11 x 1¾ inches

STEEL BALL BEARINGS

No. 317E— - - - - Rolls, 10 x 1¾ inches
No. 318E— - - - - Rolls, 11 x 1¾ inches

SAME STYLE MADE IN FOLDING BENCH

SEND FOR CATALOGUE "F"

THE AMERICAN WRINGER COMPANY

99 CHAMBERS STREET, NEW YORK

H&R ARMS Co

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer, and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington Richardson Arms Co., 715 Park Avenue, Worcester, Mass.

Sell GLUE in packages--it means less handling--more profit



BRANTFORD ALL AROUND GLUE

weighed and wrapped ready to hand over the counter.

NO MUSS—NO FUSS—
NO LOSS OF TIME

¼ pounds, ½ pounds, pounds. **Everybody's Glue Size**, in pounds only.

The quality is there and will be maintained.

ASK YOUR JOBBER FOR PRICES AND DISCOUNTS

PROTECT your show-cases by using the

BRANTFORD COIN MAT

same as cut at left in Blue and Orange.

WRITE US FOR ONE.

CANADA GLUE CO.
LIMITED
BRANTFORD, ONT.

Manufacturers of Glue and Gelatine of all kinds and for all purposes.

25%
TRADE DISCOUNT
—OFF PRICE LIST "A-17"—

METAL CEILINGS & WALLS
WRITE US FOR THIS LIST
The Galt Art Metal Co., Limited (Dept "C")
GALT, ONT.

NOW—There's good business in this!



Cut Shows Roaster Open.

McClary's

"PERFECTION" ROASTER

Will be wanted by every customer of yours—when you show them its wonderful advantages.

Prevents loss of meat by shrinkage. Cooks all kinds of meats perfectly. Retains all the natural juices in the meat.

Food cooked in the Perfection is more nourishing and strengthening.

NO BASTING. NO GREASY SPLUTTER ALL OVER THE OVEN. NO BURNT FOOD.

ORDER NOW—We will send you some beautiful and effective window display cards got up in colors.

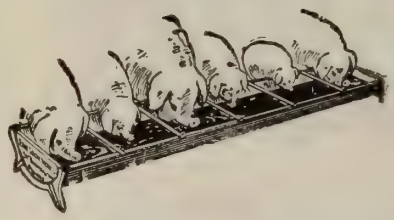
McClary on goods is a QUALITY name.

McClary's

McClary's Ship Quick.

Get After the Farm Trade

And Procure A Profit Worth While



Heavy Galvanized Steel Hog Feeding Troughs

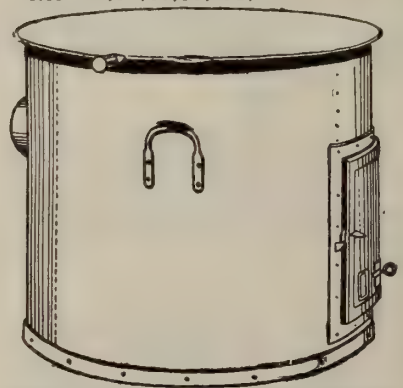
Clean, Sanitary
Easily Handled
Strong, Durable

Ledge each side to prevent pushing or pulling of food to the floor. Cast Iron ends secured by our patented device.

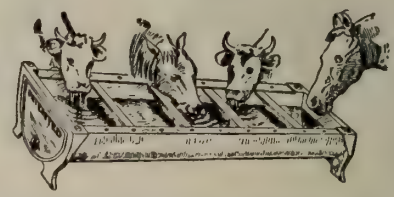
Stock Lengths—4, 5, 6, 7, 8, 9, 10, 12 ft. Odd lengths made to order.

STEEL JACKET FEED COOKER HEAVY CAST IRON CALDRONS

MADE IN 7 SIZES
Nos. 20,30,40,60, 75, 90 and 120



These Cookers are indispensable to Farmers, Butchers or Stock Men. Grains that are useless for other purposes, by the use of these cookers are made as valuable as the best marketable products.



Heavy Galvanized Steel Stock Watering Troughs

Standard size holds about 10 imperial gallons to foot. Other sizes made to order.

Regular Stock Lengths, 6, 7, 8, 10 and 12 ft.

Made without rivets. Heavy Cast Iron end fastened by our patented device.

These are articles that appeal to every farmer, as they assure real value for money invested. Let us have your inquiry at once. Our proposition means money to you.
We guarantee absolute satisfaction. Hot, dry weather does not injure them; no leak, no rusting.

Erie Iron Works, Limited, MAKERS **St. Thomas, Ont.**

A GOOD INVESTMENT



McClary's "SASK-ALTA" STEEL RANGE

The Housewife is quick to see its advantages.

That's why the SASK-ALTA is the best seller on the market.

Their Quality Sells Them.

A Few of the Leading Features:

McCLARY'S SEMI-STEEL GRATES and LININGS. PATENT DUPLEX GRATES, that get the best out of the coal—Real Fuel Savers. The **BURNISHED TOP**—smooth as glass—needs no blacking—saves dirt and work. The **PATENT BROILER DOOR**—toasting and broiling done without stooping. The **NICKELED OVEN** gives even heat in all parts of the oven—bakes evenly. The **DIRECT DRAFT DAMPER** gives perfect control.

GET THE SASK-ALTA ON YOUR FLOOR. IT WILL CONVINCE CUSTOMERS

McCLARY ON GOODS IS A QUALITY NAME

McClary's

McCLARY'S SHIP QUICK

Toronto Montreal London Vancouver St. John, N.B. Hamilton Winnipeg Calgary Saskatoon



Here is YOUR Chance

to make your range department more profitable and more satisfactory.

"Happy Thought" Ranges

are known from one side of the continent to the other and recommended by every housewife who ever used them.

The **"HAPPY THOUGHT"** works equally well with coal or wood and gives a longer and more reliable service than any other.

This is not a claim, but a fact, and we can prove it.

Get a **"HAPPY THOUGHT"** Catalog at once. Each sale brings a good profit.

The William Buck Stove Co., Limited

Calgary Saskatoon Vancouver Brantford Montreal Winnipeg

For Quick and Satisfactory Sales Try

"EMPIRE"

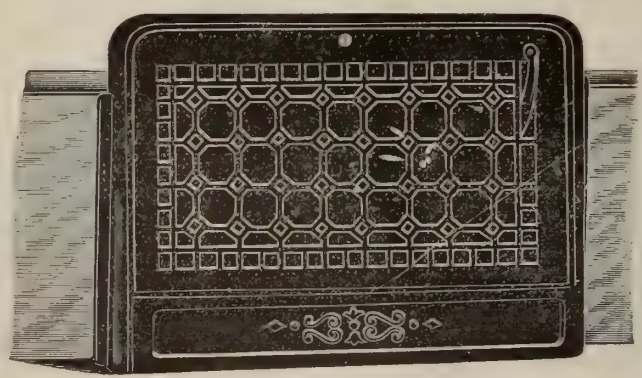
HOT AIR REGISTERS

These are two popular and very neat designs that are sure to attract those who are interested.

The "Empire Special" Register meets the demand for a register with a large opening. Has all the qualities that are required to assure the complete satisfaction of the user.



EMPIRE SPECIAL
New design, made in full sizes from 7 x 10 to 12 x 15



MOORISH DESIGN CAST REGISTER
Made in full sizes from 7 x 10 to 12 x 15

Made in Japanned, nickel-plated and oxidized

Write us to-day for full particulars, catalogue and discounts.

Other dealers are making good profits by handling this line—you can do the same. We guarantee to please you. *Do not Delay.*

THE

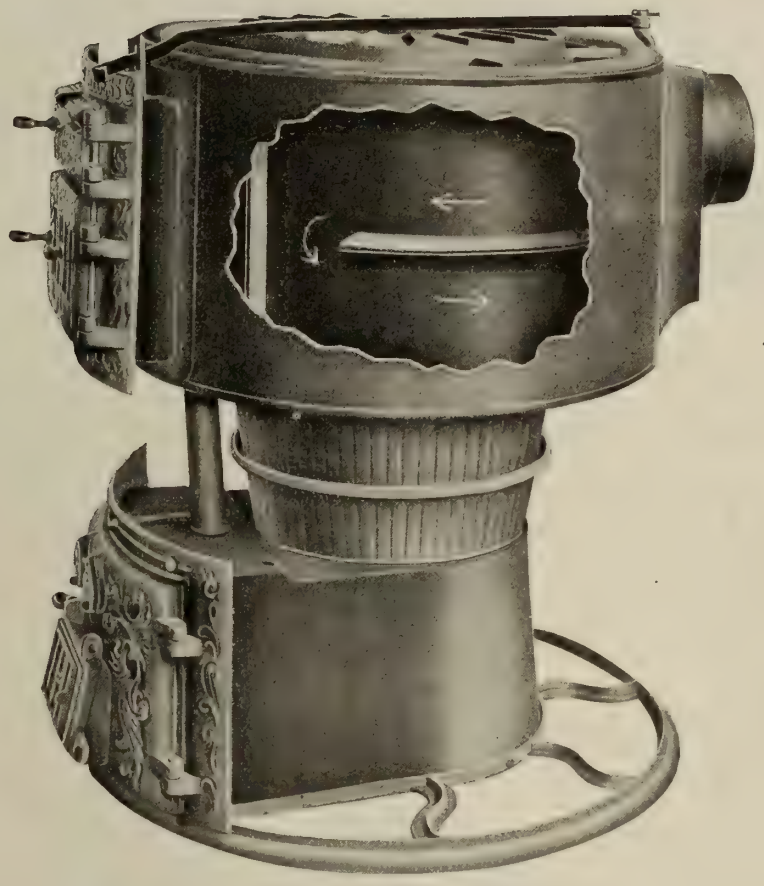
Canadian Heating & Ventilating Company, Limited

OWEN SOUND :· ONTARIO

Or The Canadian Heating and Ventilating Co. Branch: 521 Henry Avenue, Winnipeg, Man.

The Extra Long Fire Travel of

The Pilot Success Furnace



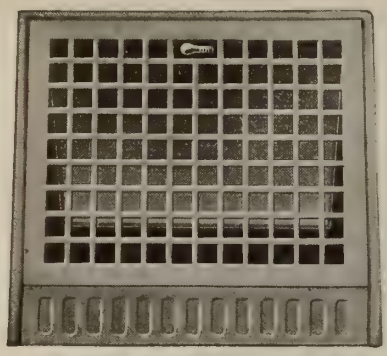
Is one of the many quick selling features of this high grade furnace. It prevents heat from going to waste up the chimney —keeps the home comfortable at a **saving in fuel**.

The Pilot Success gives a trade winning satisfaction. **Every user is an enthusiastic advertiser.**

Write at once for full description.

The Hall Zryd Foundry Co., Ltd.

HESPELER, ONTARIO



STEEL BASEBOARD REGISTER
ALL STEEL
LIGHT SHIPPING WEIGHT

MR. FURNACE MAN

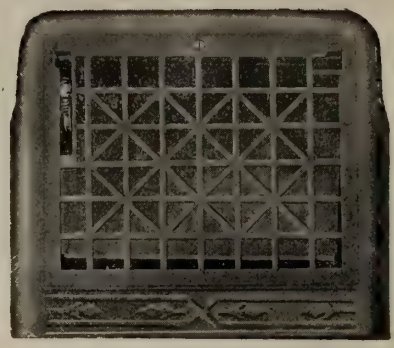
The only way to make money is by using

"The Ferrosteel Line"

of Registers

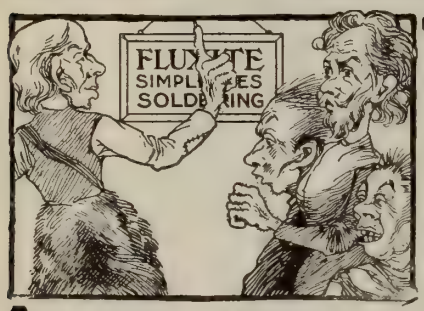
Our reputation is unequalled for highly finished goods—complete satisfaction guaranteed.

BASEBOARD and FLOOR REGISTERS
FACES and BORDERS
ALL SIZES—ALL FINISHES



TORONTO BASEBOARD REGISTER
CAST IRON
WRITE FOR CATALOG and PRICES

CANADIAN FERROSTEEL COMPANY, LIMITED, BRIDGEBURG, ONTARIO



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Plumbers and other mechanics **will** have

FLUXITE

the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

Easy to use. Easy to sell.

Of the Jobbers and Factors in small and large tins. Remember it in your indents.
Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.
General Representatives: SAYWELL'S SALESMEN, 61 Albert Street, Winnipeg.

"Kangaroo" Brand



TRADE MARK.

Yes, my boy, glad to see you!

I have used and sold Sorby's Kangaroo brand tools for 35 years.

This is the style of welcome given to our representative from St. John to Victoria.

Robert Sorby & Sons, Ltd.

Sheffield

Canadian Representative:
Geo. H. Saywell, 61-3 Albert St., Winnipeg

Local Agents at
Toronto, Calgary, Vancouver and Saskatoon.



No. 1186 Coal Grate

MANUFACTURED BY

The Ohio Foundry & Manufacturing Co.

STEUBENVILLE, OHIO, U.S.A.

Manufacturers of all styles of coal or gas burning fire-place goods, as well as andirons and wrought fire-place trimmings.

Jewel Stoves and Ranges



1912

ROYAL JEWEL

"The Range of Quality"

Superior design and elegant finish, time-saving, labor-saving and money-saving features unite to make the **ROYAL JEWEL** the most beautiful, the most up-to-date, and most perfect steel range on the market to-day.

The **ROYAL JEWEL** comes to you a **finished product,** the result of 50 years' experience in the manufacture of Stoves and Ranges.

You should know more about the **ROYAL JEWEL.** Write us. We'll send you a whole lot of interesting information.

Style RF

Make the ROYAL JEWEL your leader and you are sure of the best stove trade in your locality

Ask us to explain our new systematic, direct-to-consumer advertising and its relation to your sales.

Tighten your grasp on the stove business — handle the Jewel line.

JEWEL TRADE MARK

Our "Social Jewel" is a new, low-priced, cast-iron range that should command your attention. It has splendid working qualities. It is a thoroughly reliable range, handsome in appearance, with loose nickel trimmings. Ask about it—the Price is Right.

The Burrow, Stewart & Milne Co., Limited

ESTABLISHED 1864

HEAD OFFICE AND WORKS—HAMILTON, ONT.

OFFICES AND WAREROOMS AT TORONTO, MONTREAL AND WINNIPEG

Western customers please address all communications to 130 James Ave., Winnipeg

SOME SAVING

They use 40% less oil.
They use a cheaper oil.
They use less metal.
They save cost of rebabbitting.

ALSO

It is cheaper and better than "Genuine" Babbitt.
It never runs hot.
It never cuts a shaft.
It never "breaks up."
It wears longer.
It stands the severe test on Rolls.
It is used on all of the Engine bearings.
It naturally absorbs less power.

COULD ANY BABBITT DO BETTER?
CAN ANY OTHER DO AS WELL?

MANISTEE FLOURING MILL COMPANY,
Manistee, Mich., April 30th, 1912.

Magnolia Metal Co., New York, N.Y.

Gentlemen:—

We wish to relate the experience which we have had with Magnolia Metal in the past years. Our oil supply has been reduced fully 40 per cent., and since using Magnolia Metal we have not known what a hot box is, and are using a cheaper grade of oil. We have used a good many metals, including Genuine, and have found them to be either too hard, cutting the shaft, or too brittle, breaking up.

Magnolia Metal should be heated just hot enough to brown a white pine stick, keeping it thoroughly stirred before pouring. We use it in our rolls, a very severe test for babbitt, and on all the bearings in the engine. We do not use near as much babbitt as in former years. Yours very truly,

MANISTEE FLOURING MILL CO.,
By ARTHUR WALT, Supt.

SPECIAL OFFER

PRACTICAL ENGINEER POCKET BOOK—700 pages, over 2,000 subjects. Price 40c post paid. We import these books, in large numbers, from England, as an advertising medium, and give Engineers benefit of low price. They are highly spoken of. Address Montreal Office.

Sold by leading dealers everywhere, or

MAGNOLIA METAL CO.

Office and Factory:

225 St. Ambroise St. - MONTREAL

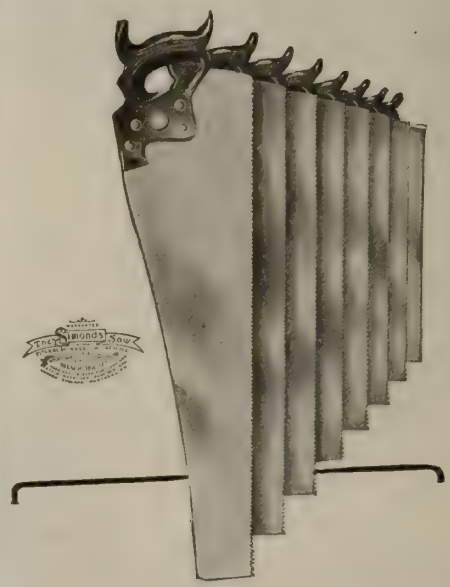


IF a man had let well enough alone, you would be reading this by candle light. Just as lamp light is better than candle light, so is the ANGLE LAMP better than any other lamp. Better for the user because with less oil it gives better light without undershadow, odor, smoke and heat, and without danger from explosion. Better for the dealer because better for his trade and because no other dealer can share in his profits when he becomes our exclusive agent. We appoint only one in a town; he gets the jobbers' discount.



All Styles, 1 to 8 Burners.

Angle Manufacturing Co.
244-246 West 23rd Street
New York City



"I Tell You It's A Great Saw"

SIMONDS SAWS

A good line of **Simonds Saws** will be appreciated by your Carpenter customers. The goods give satisfaction and make for you a clear profit. Order a few from our catalog.

Simonds Canada Saw Co., Limited

Montreal, P.Q. St. John, N.B. Vancouver, B.C.

In the U.S.—The Simonds Mfg. Co.



Galvanized Cornices

Skylights Ventilators

Curved Eavetrough

Special Galvanized Iron Work of All Kinds

WRITE US FOR ILLUSTRATED CATALOGUE AND PRICE LIST

THE METALLIC ROOFING CO. OF CANADA, Limited

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

C 92



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

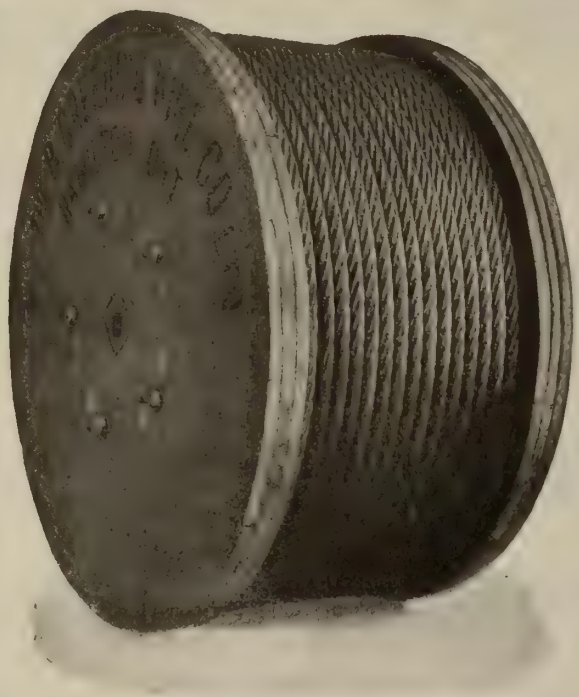
We manufacture all kinds of lumber tools. Light and Durable.

Send for Catalogue and Price List. Long Distance Phone No. 87.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thos. Pink Company, Ltd., Manufacturers of Lumber Tools

PEMBROKE, ONT.



WIRE ROPE

for

Hauling Threshing Machines
and Moving Buildings

Hay Fork Ropes, etc.

We manufacture all kinds of
Wire Rope for all purposes.

Wire Rope Fittings
Wire Rope Grease

The B. GREENING WIRE CO., Ltd.

Hamilton, Ont. **Montreal, Que.**

The most handy and the most efficient Pocket Pistol of the Century is the "BAYARD" Baby Automatic Pistol, Calibre .32 (7.65$^{m}/_{m}$)

Cal .32
"The Little Giant"



Cal. 7.65$^{m}/_{m}$
"A Midget Automatic"

Weight of pistol, magazine empty	15¾ oz.	Length of pistol	4¾ inch
Weight of pistol, magazine filled	17 oz.	Height of pistol	3⅜ inch
Initial velocity of bullet	837 ft.	Thickness of pistol	⅝ inch

Penetration at 10 yards : Four ¾-inch Pine boards placed 2 inches apart
" 100 Three " " " "

The magazine is made to contain 5 cartridges.

The .32 cal. (7.65 mm) "BAYARD" Pistol has been designed to meet the demand for a **pocket** pistol **combining easiness of manipulation and simplicity of construction with maximum efficiency.**

Its size is that of a .25 cal. pistol, although it shoots **the powerful .32 cal. cartridge.**

The "Bayard" pistol possesses consequently **the advantage** of having a size **reduced to that of the .25 cal. pistols and a cal. of .32 in. generally considered effective** and heretofore found only in pistols of greater bulk. These features make the **"BAYARD PISTOL"** the **IDEAL POCKET ARM.**

Besides these advantages the BAYARD Pistol has the following points of merit:

It is easily taken apart. A cartridge can be removed from the barrel when the Safety locks the firing mechanism. Thanks to an ingenious recoil absorbing device the recoil is reduced to a minimum. The Safety can only be actuated when the pistol is cocked. All parts are interchangeable. Highest quality workmanship—You cannot shoot it until it is properly closed, making accidents impossible.

For sale by all leading wholesale hardware houses.

Preston Metal Garages

have met with such favor among automobile owners that they are becoming known all over the country. In order to handle inquiries coming in we want agents all over the country.

Every auto owner is a prospect. **Write to-day for full information in regard to the agency for your territory.**

THE METAL SHINGLE & SIDING Co. LTD
PRESTON ONT. MONTREAL QUE.

MENTION HARDWARE AND METAL

You Can Sell These Machines NOW!

They're hot weather washers because they wash clothes thoroughly without any labor

They Run Themselves



In every house where running water is available there is a possible purchaser.



MADE BY

Cummer-Dowswell, Limited
HAMILTON, ONTARIO

Agents:
W. L. Haldimand & Son, MONTREAL
H. F. Moulden & Son, WINNIPEG

LUNDY SHOVELS

Have All The Qualities That Are Essential to Rapid Sellers

Our shovels are not experiments, but products that have been proven superior to other brands.

They are made from Open Hearth Crucible Steel. The strap is extra strong, being double ply and carefully welded. The point of the blade is never heated during the process, adding extra strength there also.

LUNDY SHOVELS IN VARIOUS STAGES OF CONSTRUCTION



Our Shovels yield a splendid profit

and are the best insurance against dissatisfied customers—they are the kind that bring larger business.

LUNDY SHOVELS are excellently finished and are very attractive.

We make three grades so as to completely meet the requirements of the trade.

If your jobber does not handle them, write us direct.

We guarantee quick shipments and complete satisfaction.

GIVE THEM A TRIAL.

The LUNDY SHOVEL AND TOOL CO., Ltd.

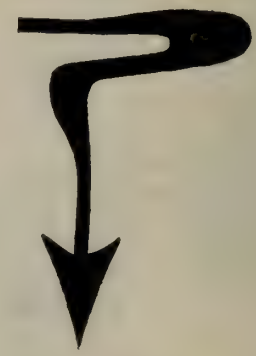
General Office and Works:

PETERBORO, ONTARIO

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg; Tees & Persse of Alberta, Ltd., Calgary; E. E. Crandall, Vancouver, B.C.; N. B. Misener, Toronto.

British Empire TOOL SETS



Sell Well And Pay The Most Attractive Profit

The tools in this set are all of absolutely the highest quality obtainable and every one bears our full warranty.

It would be possible to give many more tools for the same money, but we have preferred to make "Quality" our guide in selecting, and not quantity. This is a point which every practical user will appreciate.

The case is made strong, and finely finished. Place a trial order through your jobber. You will be immediately **convinced** as to their excellent **selling qualities.**

Write to-day for full particulars.



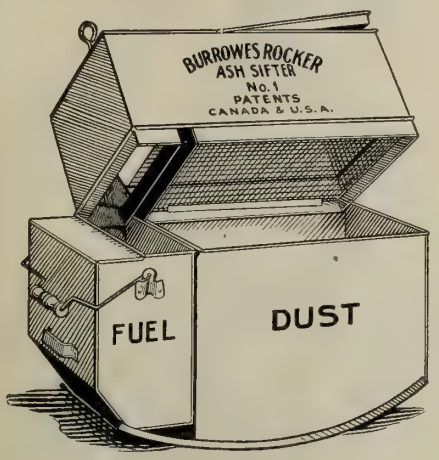
Spear & Jackson Ltd.

SHEFFIELD, ENG.

FRANK H. SCOTT, (CANADIAN AGENT)

CORISTINE BLDG., MONTREAL

PEOPLE WANT A GOOD ASH SIFTER—



SELL THE BEST!

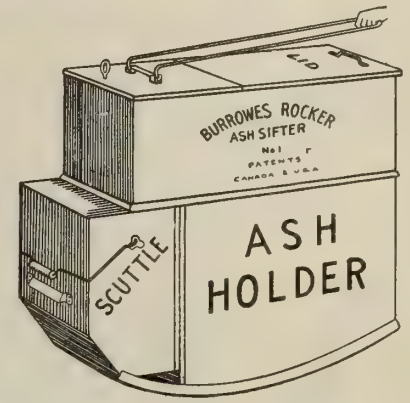
There is none better than

THE

Burrowes' Patent

DUSTLESS ROCKER

ASH SIFTER



Patented March 26th, 1912

COAL IS HIGH

Sales increased 14 times since last year.

SAVE THE CINDERS

THE ONLY SIFTER with a Scuttle Made to Fit Dust-Tight.
THE ONLY SIFTER that cinders can be DUMPED FROM SCREENS TO SCUTTLE WITHOUT DUST ESCAPING.
THE ONLY SIFTER made with DOUBLE RIMS, thus making it DUST PROOF.
THE ONLY SIFTER with 2 screens, coarse and fine, saves more fuel without extra work.
THE ONLY SIFTER made to work on a PAIR OF ROCKERS—Rocks as easy as a cradle, full or empty—No weight, the floor carries it all—No clogging. The LARGE SPACE FOR ASHES and the VIGOROUS ROCKING MOTION both tend to make the ashes spread RAPIDLY and sift FREELY.

WRITE FOR QUOTATIONS AND FULLER PARTICULARS TO

The Burrowes Manufacturing Company

611 KING ST. WEST TORONTO, ONT.

PATENT

LEAD HEAD



Roofing NAILS

Wherever Corrugated Iron is used these are wanted.

Galvd. Cone Head Roofing Nails and Washers, Galvd. Hoop Iron or Steel, Galvd. Plates, Bars, Angles.

LEAD COATED SHEETS AND HOOP IRON

McHUTCHEON & CO.,

82-94 Lancefield St., Glasgow

ELY'S

Dandy Mop Wringer and Bucket Combined

is certain to sell quickly

We believe it is the most perfect mop wringer made. Wrings the mop dry with ease. Bucket made of selected white cedar, with galvanized wire hoops. Rollers made of hard wood, placed even with top of bucket, giving plenty of room for water and mop. Springs made of tempered steel. Levers made of wrought steel. Guides which pass over the top, are made of malleable iron and are securely fastened by the bolts through the flanges fitted to the outer contour of the bucket, giving strength and preventing warping.



Buckets made in three sizes, 10-quart for family use, 14-quart for general use, 22-quart for janitors, hotels, railroad stations and other large buildings.

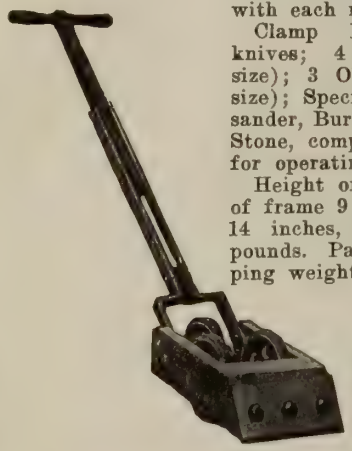
Write for Prices and Particulars.

Theo. J. Ely Mfg. Co., Erie, Pa.

Fox Floor Scraper No. 1

Manufactured Under Fox Patents

The Fox Floor Scraper is built on the only correct principle, and it is guaranteed to be the best machine with which to produce an even, smooth surface on any kind of hardwood flooring, including Georgia pine, fir, ash, etc. It does not require an expert to run it. It will not jump, chatter or leave waves. One man with the Fox Scraper can do the work of five men with hand scrapers, and do it better, thus saving you the price of the scraper on one or two small jobs. The following knives and tools go with each machine:



Clamp Block for sharpening knives; 4 Crown Knives (large size); 3 Old Floor Knives (small size); Special Knife, substitute for sander, Burnisher, File, Wrench, Oil Stone, complete set of instructions for operating.

Height of frame 4 inches, width of frame 9 inches, length of frame 14 inches, blade 3x9, weight 85 pounds. Packed one in a box; shipping weight 95 pounds.

Manufactured by

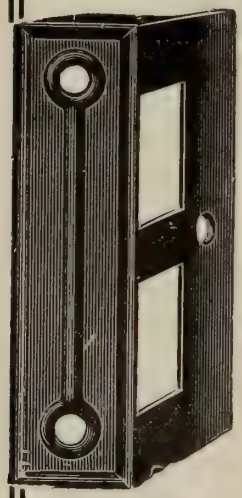
Fox Supply Co.

Brooklyn, Wis.

Sold in Canada by:

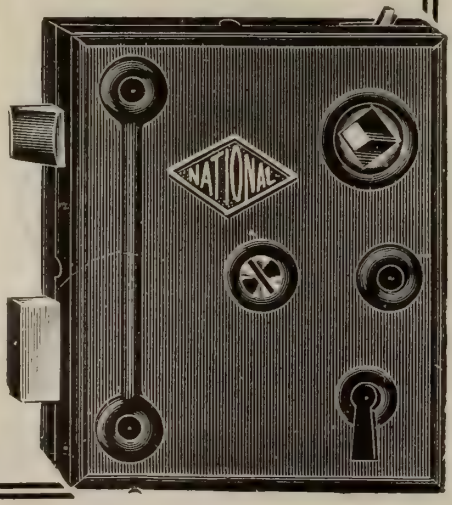
The E. Cavanagh Co., Ltd. Montreal — The James Walker Hdw. Co., Ltd. Montreal
The Durand Hdw. Co., Ltd. Montreal — Frothingham & Workman, Ltd. Montreal
Canadian Equipment and Supply Co., Ltd., Calgary, Alta.

NATIONAL
Steel Rim Locks



have, through their past service, proved that they are the easiest operated, most durable, and absolutely the safest on the market.

They cannot get out of order, as they are extremely simple and extra strong where strength is most needed.



If you do not know the National Lock, get acquainted, as it means more money for YOU.

Order from your jobber.

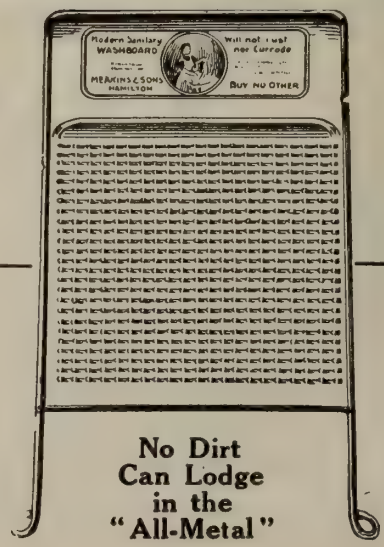
National Hardware Company, Ltd.
Orillia, Ontario, Can.



When In Doubt

as to the kind of wash-boards you will next order, you will make no mistake if you specify **Meakin's Sanitary Washboard S.** It is the modern all-metal board that does not rust or corrode, and will outwear the old-fashioned wooden kind many times. If the dealer makes this a talking point the economy will appeal to the housewife, and sales certain.

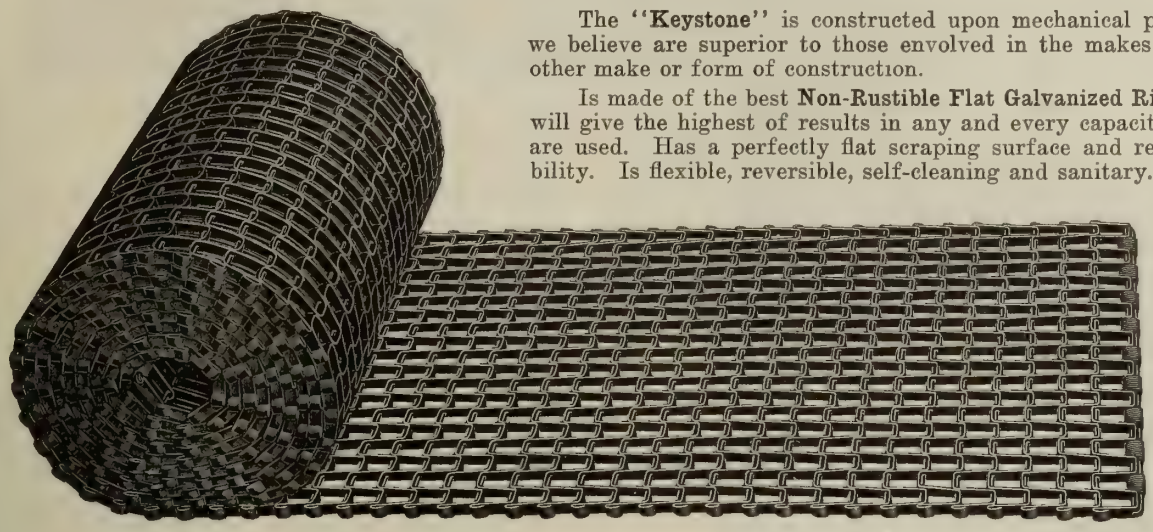
Meakins & Sons
Hamilton - Ontario



No Dirt Can Lodge in the "All-Metal"

"Keystone" Flexible Steel Matting

A MAT WITHOUT A FLAW — A SPLENDID MAT TO PUSH THIS WINTER



The "**Keystone**" is constructed upon mechanical principles which we believe are superior to those envolved in the makes of any mat of other make or form of construction.

Is made of the best **Non-Rustible Flat Galvanized Ribbon Steel**, and will give the highest of results in any and every capacity wherein mats are used. Has a perfectly flat scraping surface and remarkable durability. Is flexible, reversible, self-cleaning and sanitary.

The mesh or body of Keystone is of continuous crimp from end to end, no short sections entering into its construction.

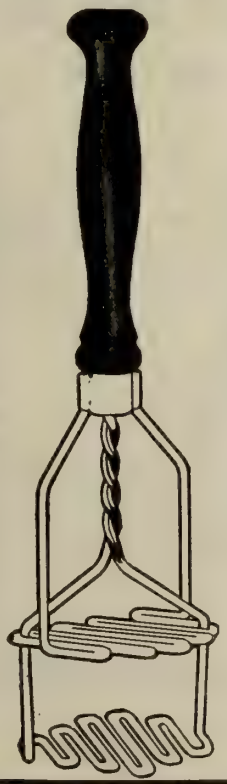
Made in any size or shape. Try "Keystone" for quick sales and good profits.

Kuhne-Anderton Mfg. Co.

SOLE MANUFACTURERS OF:
Keystone Flexible Steel Mats, Ideal Wire Door Mats, (Rigid)
Simplex Flexible Wood Matting

PORT HOPE, ONTARIO
CANADA

The A. & J. Compound Potato Masher



Two Mashers In One

Simple, Sanitary, Durable. Operates the same as any other masher, but twice as effective. **Saves** half the **labor.** Mashes Potatoes, Fruit or Vegetables to a finer and more fluffy grain than will any other masher, and is easy to operate, as it is **mechanical.**

Built for long wear

Hardwood handle highly polished, best fibre finish. Steel ferrule, nickel plated. Masher parts heavy wire tinned.

Write for samples and prices.
You'll find it very profitable.

-::-

Collette Mfg. Co.

Collingwood, Ont.

THE CORONA ROASTER

YIELDS A GOOD PROFIT



Housewives appreciate this roaster because it is as easily kept clean as a dinner plate. The hard, glossy enamel cannot crack or chip off. Can be used for roasting any kind of meats, and is fully adapted to meet the requirements of a perfect roaster. The double air jacket is all made of the one piece of steel.

WE HELP YOU MAKE SALES

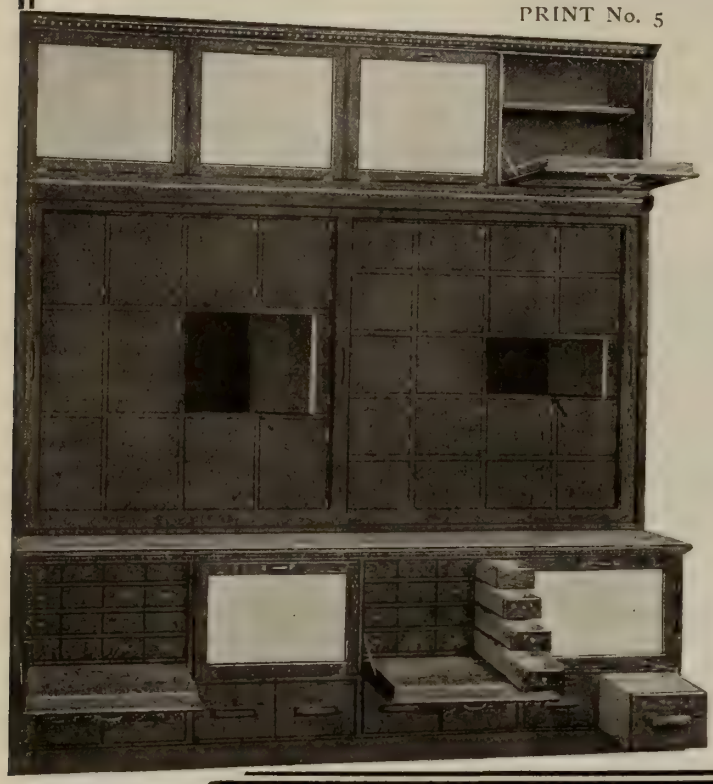
by supplying advertising matter.
DON'T MISS A CHANCE TO PROCURE THIS IDEAL TRADE WINNER. Let us send you a trial order. Full directions accompany each roaster.
We manufacture a big line of well-known Enameled and steel ware in "Corona" and "White Star" and other Brands.

THE ENTERPRISE ENAMEL CO., Bellaire, Ohio.

Berlin Hardware Display Cabinets

HAVE MANY TRADE-DRAWING QUALITIES

PRINT No. 5



They promote a system which will enable you to serve your customers quickly.

They add an air of distinction to the store which customers appreciate.

Make the goods look more attractive by keeping them free from dust and displaying them to better advantage.

Cut shown is another section of a large case.

Lower Case is fitted with row of drawers and a glass display front compartment, with small drawer cabinets.

Upper Case is a Builders' Hardware Cabinet divided into small compartments, with hinged oak panel doors, the whole enclosed with sliding glass doors on metal track and ball-bearing sheaves. It is also fitted with glass display drop front compartments.

Whole Cabinet made of oak and well finished.

Clip prints from all our ads. for reference in designing a case to meet your particular requirements. **Then write us for specifications.**

Write for circulars on any line of **store fixtures or special lines** in which interested.

The Walker Bin & Store Fixture Co.

Manufacturers and Designers of
Modern Store Fixtures

LIMITED
BERLIN, ONTARIO

A Necessity to EVERY DEALER Who Handles Sheet Metal!

Our Combined Lever Punch and Slitting Shears

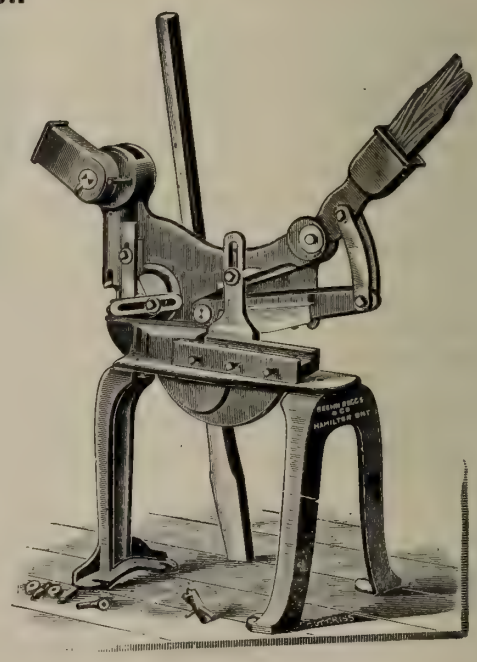
SAVE MUCH TIME AND LABOR

THIS is a machine that is constructed of the best material and made to stand years of hard service.

If you handle sheet metal and are not now using one of these machines you should install one at once. You will find it **indispensable after a trial.**

They slit any length or width of sheet required up to their capacity. Made in two sizes, viz.—Nos. 10 and 11. No. 10 will slit No. 12 gauge sheet iron, soft steel or bar iron 1/4″ x 2″ or 3/8″ round, and will punch a 5/16″ hole in 1/4″ iron or its equivalent in lighter metal.

No. 11 is the same as No. 10, only heavier and will cut No. 10 gauge sheet iron or punch a 3/8″ hole in 1/4″ iron.



Write for Full Particulars and Discounts.

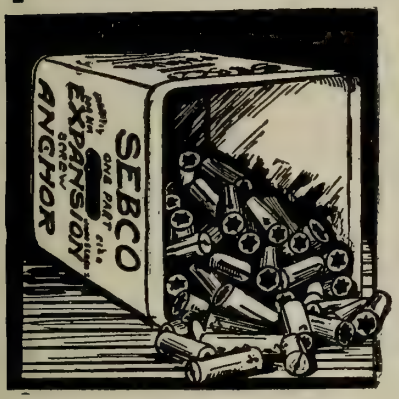
The Brown-Boggs Co., Limited

HAMILTON, ONTARIO, CAN.

STAR EXPANSION BOLTS

Somebody's Going To Get It —It Might As Well Be You

We are receiving inquiries every day from people who have occasion to buy Expansion Bolts---these inquiries might just as well go to you---if you could see some of the letters from Dealers thanking us for sending them business, you would not hesitate to send for our 90 day Special Dealers' Proposition. We can refer inquiries only to those who have our goods.



It's easier to sell to a man when he's in your store than it is to get him to come. We are paying to get men to come to you. Can you supply them?

Star Expansion Bolt Co.

CATALOGUE DEPT. 36

147-149 Cedar Street, New York City

Bacon Bros., 377 St. Paul St., Montreal, Can.; Turner & Walker, 147 Bannatyne Ave., Winnipeg, Can.
H. F. McIntosh & Co., 28 Toronto St., Toronto, Can.

THE BURMAN HORSE CLIPPERS



THIS IS OUR FORTY-FIRST SEASON
1871 TO 1912

FOR 41 YEARS BURMAN'S CLIPPERS HAVE STOOD THE TEST AND ARE NOW ACKNOWLEDGED TO BE THE BEST OBTAINABLE.

HAND CLIPPERS IN 30 DIFFERENT PATTERNS.

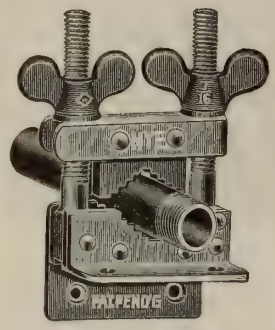
POWER CLIPPERS OF ALL KINDS.

BURMAN CLIPPERS ARE BRITISH THROUGHOUT.

SEND FOR CATALOG TO-DAY.

B. & S. H. THOMPSON & CO., Limited, : MONTREAL

SOLE AGENTS FOR CANADA



NYE POCKET VISE

Very strong and effective. Can be easily carried in coat pocket, being very light and compact. Ideal for repair work. Will last a lifetime. Takes ⅛ to 1¼ in. pipe and ⅛ in. to 2 inch.

Stock a Few of Our

CONVENIENT

PIPE TOOLS

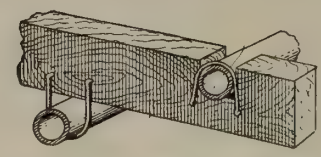
They Pay a Substantial Profit

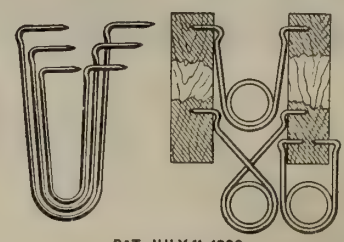
You will have calls for tools like these—be prepared to supply the demand—do not lose a sale.

We will send one or all of these tools for your approval. Write for them to-day.

We carry a large line of **plumbing and heating supplies, and steam specialties.**

Write for particulars and prices.





PAT. JULY 11, 1893.

REZNOR PIPE HOOKS.

Cheap, strong and very durable. very dealer will handle them.



WARNOCK SIMPLEX WRENCH.

This is the simplest Strap Wrench made—a handle—a strap—a wedge. For use with brass or nickel plated pipe and tube. Both ends of straight unlooped strap can be used, thus getting double wear.

THE JAMES MORRISON BRASS MFG. CO., LIMITED

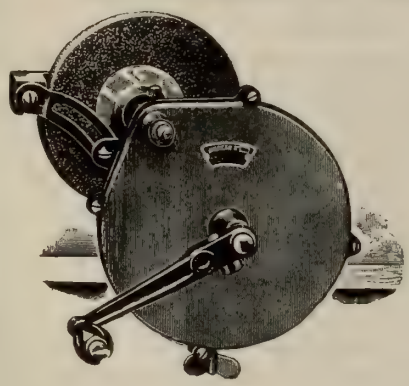
Manufacturers and dealers in a complete line of Plumbing and Heating Supplies

93-97 Adelaide Street West - TORONTO

For Quick Sellers Try

AMERICAN GRINDERS

The American Grinder is of the enclosed gear type.
Self-Oiling Bearings require no attention.
Internal Friction loss exceptionally small.
Gear Case sealed and will never leak.



No. 1

Bearings will not overflow oil.
No complicated parts.
Pleasing in appearance.
Firmly constructed.
Simple in design.
Gears run in oil.
Very compact.
Noiseless.
This is a perfect piece of mechanism that sells at a price that everybody can afford to pay.

GET OUR PRICES AND PARTICULARS AT ONCE

3—SIZES—3 4, 6, 7 IN. WHEELS

AMERICAN GRINDER MFG. CO.

Milwaukee, Wisconsin

MERCHANTS' HARDWARE SPECIATIES CO. LTD.,

Calgary, Alta., Agents for Western Canada

STAR

Safety Razor



The only safety with a barber's blade. It will give satisfaction for years without additional cost.

We are receiving many inquiries from Canada for STAR goods. We give these to our dealers whenever possible. Our national advertising is making the demand greater daily.

Many dealers are dressing their windows with STAR goods and display matter. It draws to their stores the purchasers of STARS created by our advertising. Are you one of these dealers?

Write us for display matter of all kinds and for 1912 Catalog of



STAR Safety Razors
STAR Shaving Brushes
STAR Diagonal Grooved Strops
STAR Automatic Stropping Machines
STAR Safety Corn Razors

Your jobber will supply you

Kampfe Bros.

12-14 Reade Street

NEW YORK CITY

FOR FALL WEDDINGS

You Should Stock

COMMUNITY SILVER





It is so well known now that ladies will go from store to store till they get this heavily-plated silverware.

Is Your Store One of Those They Have to Pass?

It need not be. We carry a large stock ready for immediate shipment. We can furnish attractive advertising electros free, so that you can advertise your store as a Community Depot.

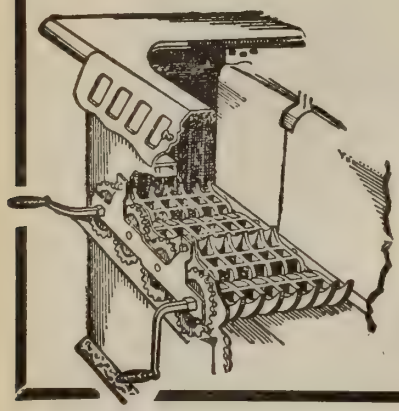
Every Piece of Community Silver Sold is a Lasting Advertisement for the Store that Makes the Sale.

We have five beautiful designs, all shown in our Catalogue.

Made in a plate heavier than triple, the most durable platedware made.

Caverhill, Learmont & Co.

Wholesale Distributors, MONTREAL



THE CHAMPION GRATE

A Feature Which Assures Quick Sales of the

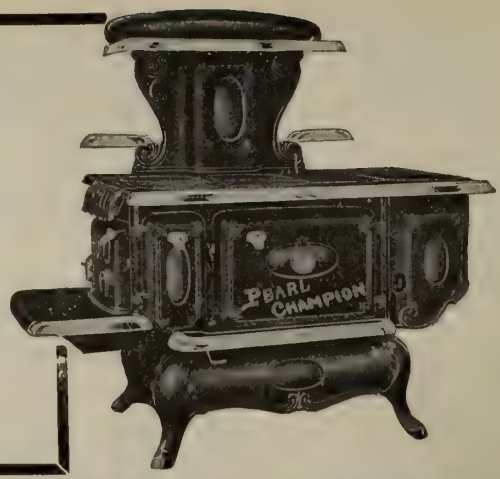
Champion Range

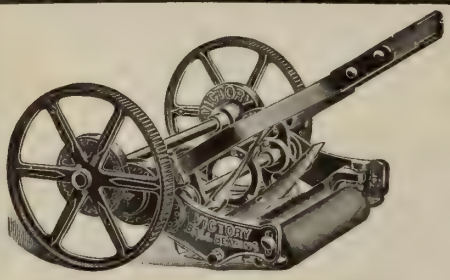
A wonderful simple invention which saves an enormous amount of fuel.

Grate runs crosswise. Bars cannot warp. Is more easily shaken than other grates, and has a more open surface and a clean fire.

Write for complete description.

D. J. BARKER & COMPANY, Picton, Ontario



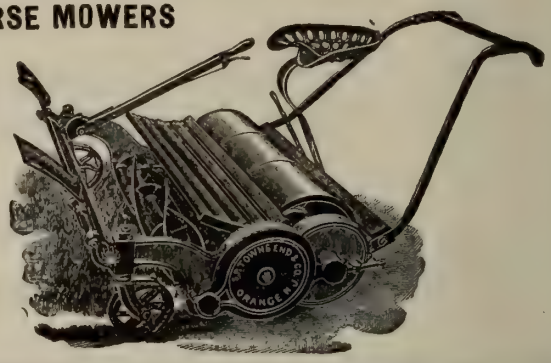


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

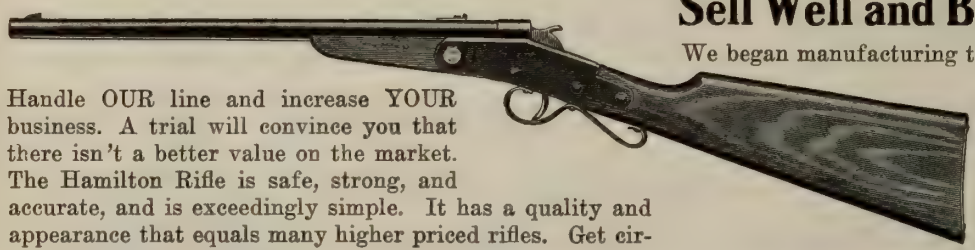
SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.
ORANGE, N. J.

HAMILTON (22 Calibre) RIFLES



Sell Well and Bring Good Profits

We began manufacturing these rifles with the aim to build our business on their reputation, and we have more than succeeded. The old as well as the young have always been highly pleased with the "HAMILTON" Rifle Service.

Handle OUR line and increase YOUR business. A trial will convince you that there isn't a better value on the market. The Hamilton Rifle is safe, strong, and accurate, and is exceedingly simple. It has a quality and appearance that equals many higher priced rifles. Get circulars and prices at once.

For Sale by all Jobbers

C. J. Hamilton & Son, Plymouth, Mich.

CORRUGATED IRON

Prompt Shipment Guaranteed

EAVETROUGH, CONDUCTOR PIPE, ELBOWS, VALLEYS, RIDGE ROLL, SKYLIGHTS AND VENTILATORS

WHEELER & BAIN THE PROMPT SHIPPERS **TORONTO**

No Brittle Sheets to

"FLEUR DE LIS" Galvanized Iron

Sheets are soft and easily worked up.

Every sheet guaranteed.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch

INGOT TIN

STRAITS

"WILLIAMS, HARVEY'S" LAMB & FLAG

For import or from stock.

Lowest Market Prices.

A. C. LESLIE & CO., Limited

MONTREAL

Milled Parts for Every Trade



The "Special Products" book shows over 200 jobs made for the trades. Standard Products is the other book—if you are interested in Cap and Set Screws, Nuts, etc. Both free.

are being made in our plant every day, and we make millions of them.

WE had years of experience to make the parts right; our plant is large enough to make good deliveries; and the method rapid enough to make you a fair price. *Quality* and *Service* are the reasons why customers keep us busy.

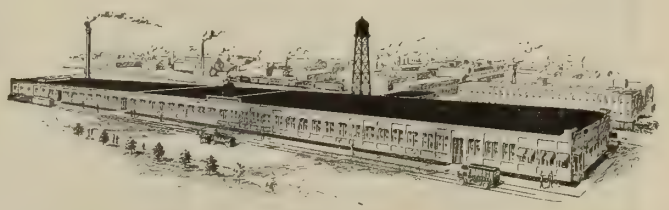
SEND us samples for any kind of milled work you have and we will quote you reasonably, give you a good delivery and ship on scheduled time.

WE also carry a complete stock of Cap and Set Screws and Brass Nuts at our factory. Inquire into the contract proposition we offer on these goods.

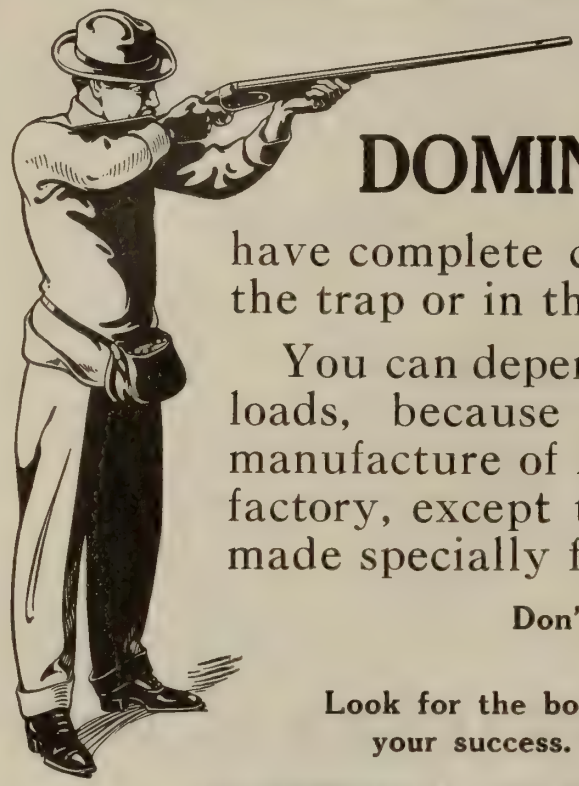
THE NATIONAL ACME MFG. CO.

Screws, Nuts, Bolts and Special Parts

St. Henri at G. T. R. MONTREAL



The Home of Quality and Service



Shooters who use

DOMINION AMMUNITION

have complete confidence of the best results at the trap or in the field.

You can depend on the regularity of Dominion loads, because everything entering into the manufacture of Ammunition is made in our own factory, except the Smokeless Powder, which is made specially for us.

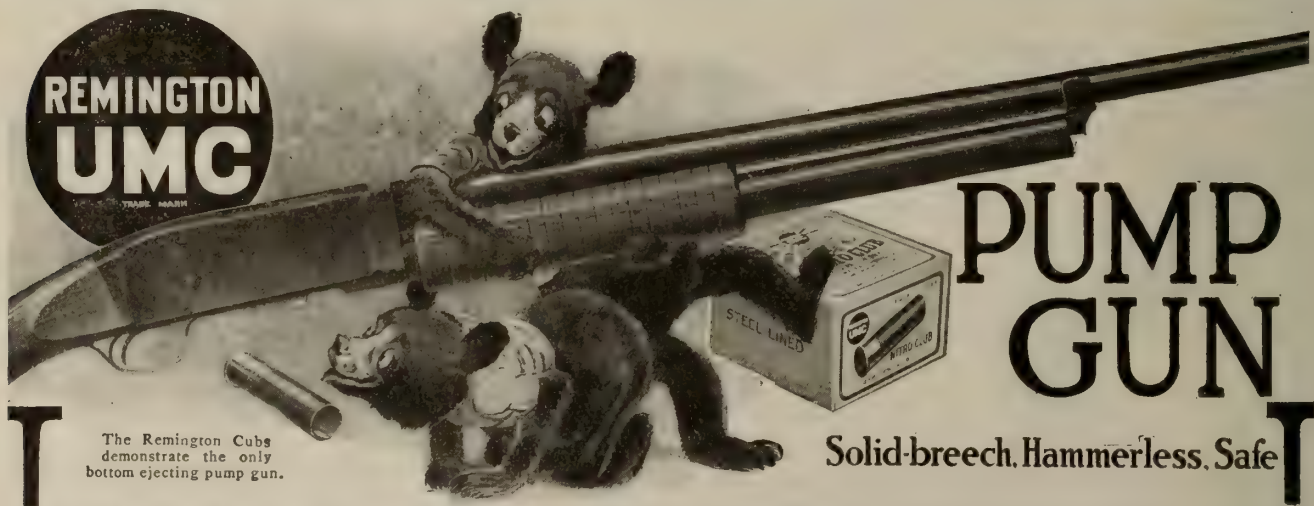
Don't forget to ask for Dominion Shells and Cartridges.

Look for the box bearing our Trade Mark, which insures your success. Every box is absolutely guaranteed.

DOMINION CARTRIDGE CO., Limited

MONTREAL - CANADA

REMINGTON UMC



PUMP GUN

The Remington Cubs demonstrate the only bottom ejecting pump gun.

Solid-breech. Hammerless. Safe

THE WAY TO SELL THIS MOST MODERN ARM IS TO LET IT TALK TO YOUR CUSTOMER ITSELF

Just let a man see and handle the Remington—UMC Pump Gun—feel its perfect hang—note its simple action —and he buys.

The gun itself is a far better salesman than you or we can be with spoken or written word. It's eye knowledge —the actual handling of the arm that really makes the sale.

Your customer can see for himself how the bottom ejection throws empty shells downward—how smoke and gases must go the same way, too, insuring uninterrupted sight—how three safety devices prevent accidental discharge—how simple the take-down; in fact, what a wonderfully easy acting, comfortable gun it is to shoot.

Every Pump Gun you sell means increased business in ammunition sales for you. Don't risk the loss of a sale through not being able to demonstrate the arm itself.

With this gun and "Arrow" Steel Lined Shells, J. R. Graham won the individual clay bird championship at the Olympic Games. Score, 96 ex 100.

Order one from your jobber to-day.

REMINGTON ARMS-UNION METALLIC CARTRIDGE CO.

299 Broadway **New York City**

C. N. Exhibition Again Breaks Record

Surpasses Previous Records in Attendance and Attractiveness of Exhibits—Much of Interest to the Hardware Dealer—Extensive Exhibit of Stoves and Ranges—Special Building for Gas Appliences.

Toronto, Sept. 12.—The Canadian National Exhibition is once more about to pass into history after another year in which it has surpassed all previous records both in point of attendance and extent and attractiveness of the exhibits. When all data are in, it is felt that the attendance will not fall far short of the ideal for many years—the million mark.

The big exposition is well named the "National Exhibition," for while it is the pride and joy of Toronto, it holds a great deal of interest to the whole Dominion. Its national scope is demonstrated by the exhibits of goods which are sold all over Canada. There was much of interest to the hardwaremen of Canada and they were there in goodly numbers.

The booths in the several buildings and about the grounds showing goods of interest to the hardware trade showed the result of a great deal of careful work. The firms exhibiting had representatives on hand to explain the goods to both dealers and purchasing public. As a result not only were thousands of people interested so much in goods that they will probably prove future purchasers but a good volume of orders was left by hardware men during the exhibition for goods along their lines which were on display.

Fine Stove Exhibits.

Particularly was there an extensive showing of hardware goods in the Industrial Building and here in the western wing was perhaps the finest showing of stoves that has ever been seen at the National Exhibition, both in point of the number of firms exhibiting and in the attractiveness of the models which they had on display. A good deal of business was the direct result of the exhibits.

Then in the gas building was the first international exhibit of gas appliances at which were shown gas stoves and other appliances by both Canadian and United States manufacturers.

Besides seeing the many features which make the exhibition popular and being afforded an opportunity of purchasing goods, hardware men found many new articles of interest which they will find saleable in their store as well as gleaning many valuable ideas on methods of display from the exhibits.

Hardware and Metal found many exhibits with commendable features of interest to Canadian hardware merchants. Among them were the following:—

Industrial Building.

The Glidden Varnish Co., had their usual display of Jap-a-lac, its good qualities being pointed out by E. J. Hofford, F. H. Webbing and B. D. Blackwell.

The Canadian Tungsten Lamp Co., of Hamilton along with the **Ontario Lantern & Lamp Co.,** and in conjunction with the Dominion Illuminating Co., of Toronto, had an exhibit in the Industrial building. L. E. Harp and W. F. Kelley were in charge.

Berry Brothers had a display of all their lines of varnish. R. D. Pinkerton, Mr. Homes and D. W. Johnston looked after the exhibit.

Hardwaremen who visited the Canadian National Exhibition found more to interest them than ever before. The Industrial Building was practically one huge exhibit of hardware products. The manufacturers represented displayed their best and latest lines and the result should be an increased interest in high quality goods on the part of the public.

The Hall, Zryd Foundry Co., of Hespeler, had their stoves and furnaces shown up to good advantage in an exhibit presided over by Z. A. Hall, O. Zryd, A. W. Cain and H. C. Gilmore.

The Pease Foundry Co., of Toronto, showed their "Economy" furnaces in the west wing. Those who talked its good points to visitors were A. M. Bond, Geo. Brydon, R. D. Miller, Arch. Sullivan and A. H. Power.

The Supreme Heating Co., in their exhibit emphasized the fact strongly that their stove will save 50 per cent. of the fuel." E. H. Hillhouse and W. Hallarn looked after it.

The Ware Mfg. Co., featured "Oakville" aluminum ware in an exhibit in charge of H. H. Speare and M. H. Mairs.

The Tallman Brass & Metal Co., showed brass products, plumbers' supplies, automobile accessories and kindred lines, G. W. McKnight and F. Irving being in charge.

The Northern Aluminum Co., through R. H. Osborne, manager of the cooking utensil department featured the "economy, purity and durability" of aluminum cooking utensils.

Lowe Bros. had paints for a multitude of purposes, the good points of which were explained to visitors by F. H. Brown, J. McMartin, N. S. Vanzant, J. C. Thomson and Milton Bergey.

S. F. Bowser & Co., had two displays of their oil tanks. One in the Industrial Building and the other in the Transportation Building. W. R. Hance was in charge.

The Jas. Morrison Brass Mfg. Co., showed an extensive list of brass goods which they manufacture. Those who were in charge of the exhibit were A. Belton, J. E. Fiddes, Donald Morrison and Mr. Creighton.

Cummer-Dowswell Co., of Hamilton, demonstrated their washing machines, wringers and churns to both hardware dealers and interested housewives. G. B. Dowswell was there to take the orders.

The Shurley-Dietrich Co., of Galt., Ont., had a massive and attractive display of saws of all varieties, which were in charge of P. S. Hickey and Ed. McMurty.

Clare Bros., & Co., of Preston, showed a big variety of ranges and furnaces in their exhibit which was looked after by A. Welch & Son, of 304 Queen street, west, Toronto.

The Canadian Fairbanks-Morse Co. had a display of their scales and safes in the Industrial Building, while in a tent on the grounds they exhibited pumps and engines. Those in charge were A. R. Woolrich, F. R. Newman and Jas. Charles.

A. Ramsay, Son & Co., of Montreal, had their usual attractive display in charge of R. A. Edington. It represented a farm house with barn and other buildings, all painted with Ramsay's paint. Real grass and a painted background of a rural scene made it appear very realistic.

Meakins & Sons of Hamilton, showed an extensive variety of brushes as well as brooms and woodenware. They have been established since 1852. G. H. Graham was in charge of the booth.

Pratt & Lambert had some good points to feature about their varnishes, in display and personal talks. H. M. Guisey and H. Jurgensen attended to the latter part.



The latest addition to the permanent buildings of the National Exhibition.

The McClary Mfg. Co., has a display in charge of W. B. Screaton. The usual lines of this firm were shown.

The Galt Stove and Furnace Co., has some good things to explain to visitors about their "Banner" lines. L. Munroe, their Western Ontario representative and A. M. Edwards, president looked after the display.

The Carborundum Co., of Niagara Falls, N.Y., featured their carborundum abrasive material in a display in charge of K. D. Rose and A. F. MacPherson.

D. J. Barker & Co., of Picton, told the selling points of their stoves and ranges in an exhibit superintended by Ed. Cook.

Burrow, Stewart & Milne, of Hamilton, was another firm exhibiting stoves and ranges, their display being in charge of Ed. Goff.

D. Moore & Co., was still another Hamilton firm with stoves and ranges, the good points of which were explained by J. W. Parish.

The Canadian Heating and Ventilating Co., had a booth in the Industrial Building in which their stoves, ranges and furnaces were demonstrated by H. C. Filsinger.

The Barnet Mfg. Co., of Renfrew, showed refrigerators of all kinds, Rice, Lewis & Co., of Toronto, looking after their exhibit.

Manufacturers' and Manufacturers' Annex.

The Auto Strop Safety Razor Co. had their booth in the Manufacturers' Bldg. again, in charge of B. Lawson. Their figure of a man stropping a razor attracted attention.

The National Cash Register Co., had a display in the Manufacturers' Building as well as conducting their lecture hall which has proved a good feature other years. J. C. Laird had charge.

Benjamin Moore & Co., had a display of their various kinds of paint in the Annex, superintended by Wm. Power.

J. H. Connor & Son had their display in the Annex and Jas. T. Jeffrey and C. F. Clark brought their washers and wringers prominently before visitors.

One Minute Washer Co. was another firm showing washers both hand and electric as well as wringers. Frank Everhart was in charge.

The Aylmer Pump and Scale Co., occupied a position in the Annex, their lines being shown by J. A. Ferrier and W. A. James.

The Canada Cement Co. in their display in the Annex showed some excellent photographs of work done with cement; while in a tent on the grounds, illustrated lectures were conducted. They had quite a force in charge including L. S. Bruner, publicity manager, W. A. Tookey, C. C. Lapierre, E. W. Coles, P. A. M. Wrigth and D. Dilworth.

The Erie Iron Works showed such hardware specialties as lawn rollers, wheel barrows, water troughs, etc., in their exhibit in charge of A. R. Burrows.

The Steel Trough & Machine Co., of Tweed, had C. S. Bootes, in charge of their display of tanks. Sanitary steel closets were also shown.

Machinery Hall.

The Canada Metal Co., again had their exhibit of metals of all kinds in this building. Mr. Matthews being in charge.

The Garlock Packing Co. showed packings and engineer's supplies, their lines being talked to visitors by H. E. Fletcher and N. A. Davis.

The Louden Machinery Co., of Guelph, showed their steel stable equipments, hay carriers, litter carriers and other lines just east of Machinery Hall, W. S. Simpson being in charge.

The Brantford Roofing Co. had a small house erected on the grounds where they displayed their roofing.

The Dominion Roofing Co., also had an exhibit on the grounds.

IMPLEMENT MERGER.

The Emerson-Brantingham Company, of Rockford, Ill., one of the largest implement manufacturing companies in the United States, has amalgamated with the Gas Traction Company, of Winnipeg; the Geiser Manufacturing Company, of Waynesboro, Pa.; Reeves & Company, of Columbus, Ind., and the Gas Traction Company, of Minneapolis, forming a corporation capitalized at $50,000,000, under the name of the Emerson-Brantingham Company. A license has been granted to the enlarged company to carry on business in the province of Manitoba, and Arthur Stewart, of the National Trust Company, Winnipeg, has been appointed as agent. The head office will be at Rockford.

Will Lead Set New Price Record?

Something on Price Statistics of Lead, Past, Present and Future—Indications Are That the Price Will go up Still Higher and Some Talk is Heard of a £30 Level—The Causes for the Advance.

The sharp advances made by lead—advances which have taken the price on the primary market from £13 19s 0d a year ago, to £23 15s 0d now—has attracted the attention of all careful students of hardware lines. There have been rapid fluctuations in this market before, but never anything like the rapid changes noticed in the last twelve months. A leap of almost £10 in as many months is unprecedented.

The chart shown herewith gives some idea of the history of lead. It shows what has happened, but it does not tell why it happened. Therein lies the weakness of charts. However, such explanatory information may be gathered from various sources. It is information which is exceedingly interesting too, and interesting just now particularly because of the light which it seems to throw upon the future.

The High Water Mark.

The chart, it will be seen, indicates that lead in 1856 was selling at £23 19s. Never since then has this price been equalled. But look at the price to-day. On Monday London quotations were £23 15s. and the market still strong Is the old high water mark to be surpassed?

There was a cause for high lead in 1856, as there is a cause now. But the causes are different. In 1856 the air was full of wars and rumors of wars. The correspondents then were not forced to write about the Balkans, where "war will break out in the spring." They had a grave state of affairs to recount in India. The mutiny, there, resulted in the consumption of great quantities of lead. It was that more than anything else, perhaps, which caused lead to reach its high mark.

To-day, things are different. A syndicate, a clique, whatever you may call it, has got control of the market. It has forced the situation and seems bound to force the price still higher. No less than £30 is said to be the aim. Perhaps it may be attained, for the syndicate is being greatly helped. There is a tremendous call for lead. The recent strike in England interfered with shipping. All these things make the advancing of prices more easy. All these things, indeed, have perhaps made high prices a little necessary. Yet with the syndicate, after all, lies most of the responsibility for the present situation.

How did this syndicate, or group of men, obtain control? In the early eighties lead slumped. The bottom fell out of the market. Then in the early ninety's a somewhat similar state of affairs arose. Lead sank to its low level. In '94 the metal was quoted at £9 8s. 6d. The price was so low that it did not pay to mine lead. Operations, therefore, were discontinued. Stocks naturally fell off. Stocks became very low, and the men who had been anxious to gain control seized this opportunity There was no great reserve to hamper them. They could do with the market more or less what they wanted.

But there is a point at which control ceases to be possible, and there is some thought that this point is being nearly approached just now. Trouble in Mexico has prevented mining there, and has thereby kept down the world's supply of lead. But even more than this the low prices at which lead has been selling have hindered operations in many mines. This is true, not only of Mexico, but of Spain. Now at £18 or more these mines could be worked profitably. With lead at the present figure, therefore, it becomes very evident that some thought of re-working these mines will be entertained. Note the result if work is recom-

(Continued on page 50.)

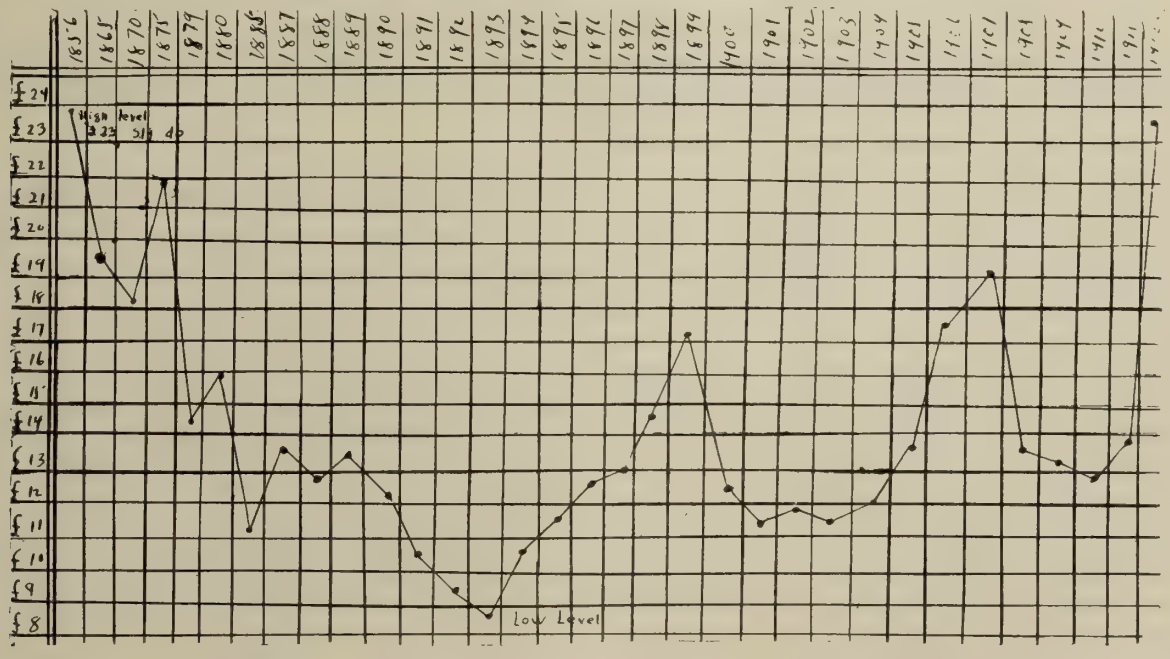


Diagram showing the fluctuations of foreign pig lead for the past 55 years. The figures are averages for the year only. Notice the high level, away back before the Indian Mutiny, and the low level in 1893. The chart is an adaptation of a larger one kept in the office of the Canada Paint Company.

HARDWARE AND METAL

(ESTABLISHED 1888.)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES

Montreal - 701-702 Eastern Tp. Bk. Building. Phone Main 1255.
Toronto - - 143-149 University Avenue. Phone Main 7324.
Winnipeg - - 34 Royal Bank Building. Phone Garry 2313.
Vancouver, B.C. - - - H. Hodgson, 18 Hartney Chambers.
London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
New York R. B. Huestis, 115 Broadway, N.Y. Phone 2009 Rector
Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234.
France John F. Jones & Co., 31bis Faubourg Montmartre, Paris.

SUBSCRIPTION

Canada, $2; United States, $2.50; Great Britain and Colonies, 8s 6d; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

WESTERN BOARD OF TRADE.

The annual convention of the Associated Boards of Trade of Western Canada will be held at Moose Jaw on September 18 and 19.

An effort is being made to get the individual boards of trade interested in making the convention the most successful yet experienced. The fear has been expressed in some quarters that interest would wane, but it now seems certain that with the efforts being put forth to secure delegates from the individual boards, the attendance will be large and representative. Efforts are also being exerted to interest the boards in the preparation of live resolutions for discussion at the convention. The West has many problems, vital and pressing for settlement, which should be brought to the fore at so representative a meeting as the coming gathering.

CLEAN UP THE BOOKS.

There is a tide which, taken at the flood, leads on to fortune. Few hardwaremen, comparatively speaking, are able to sell everything on the cash basis. They sell on time and, after they have been in business for a number of years, have a formidable array of outstanding accounts on their books. How this money is to be secured without loss of business or antagonizing of business friends is a problem which constitutes at least fifty per cent. of the worries of the retail merchant. Still, there are times when the dealer has an opportunity to round up a large percentage of his slow-pay customers. If he takes the "tide at the flood," he finds that it "leads him on to fortune."

The present is one of the best suited for collection purposes. The farmer has probably finished his threshing. His crops are safely housed or disposed of. He has cash in his possession—more than he has at any other season of the year. The farmer generally does his hardware shopping on the credit basis. "I'll pay when I realize on the crops," is his plea. He buys at most times of year with a promise to pay after harvesting. Therefore, the dealer should carry out an active collection campaign throughout the fall. The present is the psychological moment to "clean up the books."

The fact must not be overlooked that the present is a good time to push sales. The reason is the same. When customers have money to pay for what they buy, it is a good time to get them buying.

It is no exaggeration to assert that there is more ready money in the country to-day than ever before.

THE VALUE OF NAMES.

The personal element enters largely into salesmanship. People like to deal with men whom they know, either personally or by reputation. Also they like to deal with men who know them—at least all people do whose patronage is to be sought and not shunned. This being so, therefore, the question of names is one of considerable importance.

A well known Methodist minister is a great believer in the value of calling people by name. The itinerancy makes it necessary that he should preach to a new congregation every four years. The task of learning quickly who occupy the various pews is therefore one of some difficulty. The minister sets seriously to work studying names, as soon as he comes to a new circuit. He uses the directory, the church lists, and the telephone book. He spends mornings in the church, studying the cards which tell who rent the various pews. By this means he is able to associate the faces of the men and women who sit there of a Sunday with the names. The minister declares that this work is necessary. He says he cannot begin to do good work until he can call people by name.

However that may be with ministers of the gospel it is certainly true that those who minister to man's temporal needs will be helped greatly by knowing their customer's names. "Yes, Mr. Ah-Ah-" and similar remarks are an offence, if the one so addressed has been coming into the store for days. There are dealers who have to speak this way, however. They do not seem to be capable of remembering names. It is a bad fault. Often, perhaps, it is the result of laziness. The dealers will not study names sufficiently.

One Eastern hardwareman boasts he knows every one in the district, both by sight and by name. He states, moreover, that his clerks are never at a loss for a customer's name. They do not have to ask, "Where will I send this, Mrs. Ah-Ah-?"

Knowing a person's name is a nice compliment. It is one of those little things which helps hold trade.

THE PROMISED LAND FOR PAINT.

"August," declared the manager of a Montreal paint manufacturing house, "has been as busy a month as we have had this year."

The statement is remarkable. It shows the great advance there has come in the paint industry. Time was, and not very long ago, when August was one of the dead months. In the spring of the year the manufacturers were rushed, but with July came the quiet days. Manufacturing was done, but there was no high pressure. To-day September sees many old orders unfilled. Still the manufacturers are working long shifts to catch up.

It is a healthy state of affairs, and one which can be attributed to a number of causes. The great growth of the country is undoubtedly responsible in no small degree; but the work manufacturers and retailers alike have been doing to popularize the use of paint has also done much to extend the paint season. Here the manufacturers and retailers have suddenly come into the promised land which they have been constructing for themselves.

STOVE WINDOW CONTEST.

On another page of this issue will be found an announcement of a stove window display contest.

There has been less attention given by hardwaremen to the subject of stove displays than to any other phase of window trimming. In order to create a wider interest, Hardware and Metal has decided to offer more liberal inducements than ever before and we would recommend that the conditions of the contest be carefully noted.

POINTED EDITORIALS.

People who need stoves should buy them before the cold weather arrives. Forewarned is forewarmed.

* * *

Colonial reciprocity should result in a bigger export trade for Canada.

* * *

That £225 price for tin, on the primary market, does not seem so unlikely now.

* * *

A bride is a good buyer and she will be buying somewhere for years to come.

* * *

Pig lead is now within 5s. of the highest price on record. Look out for further advances locally.

* * *

A man who will sell a rim fire cartridge for a centre fire weapon is not only dishonest, but foolish.

* * *

The passage of a Parcels Post measure in the United States does not seem to have alarmed the merchants. They do not expect it to last.

* * *

Now a hardware store is devoting a window to a display of playing cards. A new hand is being taken in the hardware game.

* * *

More and more hardwaremen are using the Fall Fairs as a means of showing their lines. It is the old idea of Mahommet going to the mountain.

* * *

Reports of barns being struck by lightning are coming to hand daily. Those selling lightning rods might well push the line just now.

* * *

Since white lead was last advanced, pig lead has jumped 65c a cwt. No wonder a still further advance is about to be struck.

* * *

Henry R. Merton and Co., of London, are now recommending purchases of copper. This firm recommended this when the metal was around 12c. The two facts taken in conjunction are significant.

* * *

If the rise in lead on the London market continues, the remarkable occurrence of United States smelters exporting U. S. lead may be witnessed. And yet the United States has a protective tariff on lead of 2⅛c a pound.

* * *

From Washington comes word that a billion tons of coal are wasted annually in the United States. If it weren't for this that extra quarter per ton might not be necessary.

Get Early Delivery

BAD habits die hard. When a habit or custom, through force of long years of usage, gets into a man's blood, it is always difficult to get rid of it.

There's a custom prevailing in the hardware trade which comes under this head. Dealers are chronically slow in taking stove deliveries. It has been the custom to secure shipment about the time that the weather turns undeniably cold, and a large percentage of dealers are still working on that idea. This year the results of their tardiness may be seriously felt.

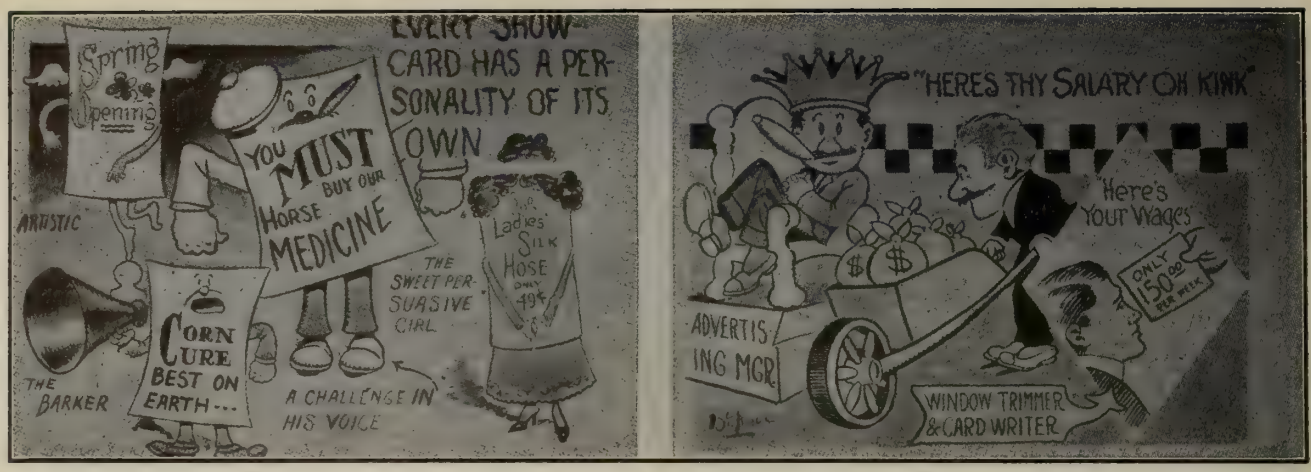
Most hardwaremen have fallen in with the idea of ordering early. A few have specified early delivery. Some cases have occurred this year where dealers have taken in carload lots in June or July. A great many shipments are being made at the present time. There are scores of dealers, however, who are still holding off, and who will not likely take any shipments until October.

The reason for this is that room is at a premium in a majority of hardware stores. The dealer does not care to get in stock before he can count upon selling it. The space the stoves would occupy he counts too valuable to waste on stock which is not moving. While valid, the reason is not sufficient to justify the chronic procrastination which so many practice. In the first place, no store is so crowded that room cannot be found somewhere for the temporary storage of the stoves. In the second place, neglect to secure early shipments, may mean delay in securing the stock when the season is on and when delay means loss of business.

The stove manufacturers have been striving to educate retailers to see the wisdom of taking early delivery, but have not had fullest success. Many retailers believe that the benefit would be all for the manufacturer rather than for themselves. This is a mistaken view. While the partial reduction of the rush which comes in the height of the season would undoubtedly be of benefit to the manufacturer, it would be of equal, if not greater, benefit to the dealer. Every dealer probably knows what it means to be held up in the rush season by delay in shipments from the manufacturer. And yet, in a busy year, such delays are the inevitable result of leaving delivery until fall.

It is an assured fact that the coming season will be the busiest on record. Without exception, the manufacturers are looking forward to a bigger demand than ever before. This means a big rush during the months of October and November. If the weather remains open and cold weather does not set in until late, the situation will be relieved considerably, but if winter conditions set in early, there is the moral certainty of so heavy a rush of business that the manufacturers will not be in a position to meet all orders on time. In such a contingency, dealers who have neglected to get in their stock will suffer most. With plenty of customers in sight, they will not be able to get the stoves to supply them all. This is not exaggeration, but a sane forecast of conditions which may come about this fall.

The dealer who has foresight will see to it that he secures delivery just as soon as the manufacturers can arrange it. Business is going to be so good this fall that it would not do to cramp it by neglecting to get the stock on hand in time. When the rush season starts, a stove in the store is worth two on the way.



Bright cartoons presented by R. R. Shuman in course of address on card writing.

The Value of Show and Price Cards

How Results Can be Obtained From Their Use—A Show Card is a "Living Voice"—Some Hints as to Methods of Card Writing and Suggestions for Seasonable Hardware Cards.

Show and price cards have become important factors in the modern store. Walk through any large establishment and neat cards greet the eye on every side. Window displays fairly bristle with attention-compelling signs. People have acquired the habit of looking at the cards when information is desired.

The system has found its way into the hardware trade and good results are being obtained by dealers who use price and show cards. It has not yet become general, however. In a large percentage of stores no cards of any description are used. It is only too apparent that many dealers have not realized the value of the card as a business getter. They believe their stock can "speak for itself," and do not recognize that an attractive card can speak more loudly than the goods.

The work of the show card was most aptly summed up by R. R. Shuman, advertising manager of the Liquid Carbonic Co., Chicago, in the course of an illustrated talk on the subject. "Your work is vital," said Mr. Shuman, to an assembly of window trimmers and card writers, "creative, resultful. Your crisp sayings in windows or on the counters talk to the public at close range and talk to a purpose because they answer questions in advance. Your signs are not mere signs; they are salesmen; they hear without ears and they are voices—living voices—your voices—your persuasive personality wrought in a hundred garbs and stationed in windows or throughout the store."

The show card is so certain to bring results that the hardwareman should be prepared to lay out a certain amount of money to that end. An appropriation should be made for show cards as well as for advertising and window displays. The amount will, of course, be small. The clerk who is preparing the cards needs proper equipment and material to enable him to turn out good work, and this should be provided for just as surely as a certain amount is set aside to cover newspaper advertising.

Got Splendid Results.

It is hardly necessary to go into the question of results. Those who make the policy of suppressing prices a general one to apply to all phases of their business are becoming fewer all the time. It will be interesting, however, to quote the experience of one dealer, who is a recent convert to the card system:

"I have a clerk who has a natural genius for lettering and drawing and that sort of thing," he explained. "He was always after me to give him a chance at card writing but I was afraid of it. My opposition cuts prices recklessly and also uses price cards. What chance would I have if the cards in my window tagged goods at a higher price than the same articles were offered around the corner?

"That was the way I used to look at it. Finally I decided to try it out. Fred—the clerk—went at the task with great eagerness and turned out a number of cards that would have been a credit to a professional sign writer. He wasn't content with mere lettering but gave each card a design or drawing suitable to the goods it was to accompany. Some of his drawings were of the cartoon variety. One card which was intended for carvers, showed a chef busily engaged in carving up a plump turkey. We put this in a window display of cutlery and the sale of carving sets which resulted served to convince me that show cards were business getters. We sold eight sets in a few days. The funny part of it was that my opposition was also showing carvers. His stock was of cheaper quality and the price he placed was lower than what we asked but this did not hurt our sales one bit. After that I told Fred to go as far as he liked and we have been using show and price cards ever since—and getting results ."

Some Hints on Style.

A card should as far as possible be in keeping with the variety of goods it is intended to advertise. Thus a card intended for a stock of tools should vary widely in style of lettering and ornamentation from the kind that the milliner, for instance, would use. The prevailing style in hardware should be simple with bold lettering. In certain lines, such as silverware, brass goods and cut glass, a more ornate style will be in order.

For window display purposes there is a call for two distinct kinds of cards. There are two basic classes of windows, —the bargain window that appeals to cupidity and the tone or style window that appeals to vanity in some, to common sense in others. Thus a display which is made up of a variety of articles, which are being cleared out at

special prices, will appeal to bargain hunters and to people who need a certain article but do not feel inclined to pay a high price. Windows of this kind should bristle with price cards. Nothing elaborate is required. State the price in unmistakable figures and the cupidity, or the necessity, of the buying public will do the rest. In the tone window, only goods of the very best quality are shown. Thus a display of fine edge tools or of high grade cutlery will appeal to the people who want the best. Cards for such a display should be prepared with more care. Stating the price is not always advisable where only the highest priced goods are shown.



A cartoon illustrating the two basic types of windows—the bargain and the tone window.

Use Lithographs.

Some card writers are inclined to attempt nothing but the most stereotyped variety of work because they feel that they lack artistic skill. The experience of one clerk is worth quoting in this connection. Recognizing that illustrations help to tone up show cards he frequently made up artistic backgrounds by clipping out lithographs, and magazine and catalogue illustrations. If a card for tools were desired, he would select an illustration or two of suitable size, close clip them and paste them on his card. By carrying his lettering over the illustrations wherever necessary, he took away the detached appearance from the illustrations. His cards when not viewed at too close a range appeared to have been the work of a very clever artist.

Attaching Articles.

Another method, which is used by a number of hardware dealers, is to attach articles to cards—knives, brushes, small carvers, nutmeg graters and so on. This is found a fairly effective method of displaying small articles. It cannot be said, however, to add to the appearance of the card.

Wording of Cards.

Considerable attention should be paid to the wording of cards. Pick out the strongest argument you have for the goods in question and play it up.

For instance, at the present time coal is threatening to be very high in price. What more potent argument could be advanced, therefore, than the fuel saving qualities of a stove?

"Buy a ———— range and cut down your coal bills."

A card to that effect would help to create interest in a display of coal ranges. In the matter of tools, the value of quality should be played strongly in the following wise: "A good tool is the cheapest in the end," or "Buy a ————saw and satisfaction at the same time." The same argument will be found effective in writing cards for any class of goods where quality is the chief recommendation. An aluminum saucepan, for instance:—"The pan that pays, gives service, lasts longest."

A strong argument, which applies to a large variety of hardware goods is the saving of labor. It appeals to the housewife, for the day is long past when women accepted drudgery as inevitable. Here is a suggestion for a washing machine card:—

ELIMINATE LABOR.

"Why wash clothes in the old way when a better offers?"

With the necessary changes this card would do for any of the labor-saving articles which are offered in the hardware store — Vacuum cleaners, meat choppers, cherry pitters, berry hullers and so on.

Cards should be seasonable. They should treat each article in manner suggested by the exigencies of the present moment. For instance, a paint card at the present time might read: "Paint Now—You will get best results." This would hardly do four months from now, however.

Must Be Fresh.

A man who has given considerable thought to the subject of card writing, gives the following advice:

Keep the cards fresh. An old card attracts no attention.

Do not say too much. A few words are more effective than too many. Get to the point.

Adopt a simple and dignified type of lettering for most cards. A little variety will not hurt, however.

After finishing a piece of work, do not neglect the brushes. The frequent necessity for new brushes will run up expenses too high. Keep them clean and in good shape.

—⚙—

A LIFE LINE TO CANADIAN WHEAT GROWERS.

"Some things can be done as well as others" when everybody pulls together to meet a crisis, and a very striking example of what can be done is the story of the relief train that went whizzing from the Atlantic Coast out to Winnipeg in Manitoba, carrying 600,000 lbs. of binder twine to relieve a desperate shortage of that article in the wheat region. Nearby sources of binder twine were overtaxed and it looked as though a quarter of a million acres of fine wheat would be lost for lack of twine to tie it up. This was a trying prospect for a bumper crop.

Help came from North Plymouth, Mass., way out on the Atlantic Coast, some 2,000 miles away. The Plymouth Cordage Works at that place spent a week loading a solid train of freight cars with 600,000 lbs. of binder twine. Agents of the company meanwhile, were arranging with three railroad companies to put the trainload of twine through to Winnipeg in record time, and they did it. The express passenger time from Boston to Winnipeg is about sixty-two hours on the fastest through train. The big twine train had to do this run and forty miles more.

Everybody pushed that train. The Canadian customs officers put it through inspection in one hour's time. It left Montreal the first morning out behind the Canadian Pacific through passenger express for Winnipeg with right of way over everything else on the line. It reached Winnipeg only four hours after the through-passenger—seventy hours and forty-five minutes from Plymouth to Winnipeg, practically on passenger schedule for the entire distance, which it made in forty-five hours less time than the railroads had promised.

Methods Which Saved Large Sums

Sheets Which Enable Correct Track to Be Kept of the Stock, and Which Enable the Detection of Short Shipments and Damaged Shipments, Facilitating the Securing of Claims, Have Saved the James Walker Company Large Amounts—Hints by Which Many May Profit.

Small leaks have scuttled many a ship, and small leaks will have the same destructive effect on a hardware business. One of the worst features of a small leak is its very smallness. It is hard to detect. At first it is barely apparent, then it multiplies, and the many leaks undermine the business.

Perhaps the leak which causes the greatest trouble to hardwaremen is that caused by not following up properly claims for short shipment, or for goods which reach their destination in poor order. No hardware dealer escapes the need of making some such claims. Manufacturers' shipping departments are very human. Wherever men are employed mistakes will occasionally be made, and it behoves the dealer to take such steps that he will detect these mistakes, and be able to so proceed that he will not suffer loss by reason of them. A claim is a matter which has to be carefully made. The merchant has to be sure of his ground when he writes asking for a rebate. Otherwise he stands but poor chance of getting the full amount to which he thinks he is entitled.

The System Which Works Smoothly.

But how is the information which will enable the filing of a proper claim to be obtained? It is a question which has puzzled a good many dealers, and one which has often been left unanswered, so that losses have resulted. On the other hand, there are merchants who have studied the question carefully; who have, little by little, devised schemes which seem to provide the necessary checking. One of these men is Max Hill, manager of the James Walker Hardware Company, Montreal. He has a system which he declares has saved his firm a good many hundred dollars. All dealers who are anxious to improve their own methods of business management might well consider the plan worked out in this Montreal firm, as it is here briefly outlined. It may seem a little complex set down—that is, the words of any written explanation—but in practice it works smoothly.

But perhaps before the method of checking goods ordered is explained, something might well be said of the methods used to determine when ordering is necessary. This is an exceedingly important branch of a business. That man is riding for a fall who orders in any hap-hazard fashion. It is wise to know just what is on hand, of any particular line, and to judge from this, and from the record of past years, what will be required.

How Sheets Are Worked.

Mr. Hill has been using a book to keep him posted on what stock is on hand and what is needed. There is a space for the name of the article, and if desired for the name of the concern from which this article is purchased. Then there are three columns showing the number of these articles sold in the last three years. Here comes a division, followed by twelve spaces, each one headed by the name of a month. Now each of these divisions for the various months is divided into four squares. In the lower left hand square of each division is entered in pencil the amount of the goods on hand. Above, in the upper left hand square, is entered in black ink the amount of goods on order. Then, when the invoice is received is entered in red ink the new goods received. The goods on hand and on order, therefore, are recorded the year through, a new entry being made each month so that nothing but a tremendous run on one line could result in the stock being reduced below the proper level.

Of Aid In Placing Contracts.

The figures of the stock used in the last three years are of course of great value. They enable the manager to determine with great accuracy what he will need in certain staple lines during the coming twelve months. This knowledge, Mr. Hill states, has been of great assistance to him in determining the amount of nails, white lead, glass and similar lines he might wisely contract for.

Every staple line sold in the store is traced on these stock sheets. Some specialties sold in the sporting goods department are not so traced. They may sell one year and not the next. The back history with them might not be of any great value.

Thus is the need of ordering determined. But here the system followed does not end. The order sent is carefully noted, and steps are taken to make necessary an examination of every package received, so that any mistakes, or discrepancies, will be immediately noted.

Keep Quantities Secret.

Under this system, purchase orders are made out in triplicate, with one exception. Under a white sheet is placed a yellow one, and under the yellow one again, a pink sheet. Now carbon paper provides for copying of the original order as it is written on the white sheet, but the carbon paper separating the yellow sheet and the pink sheet is so cut that no reproduction is made under the "Quantity" column. In that fact lies the great value of this system.

The white sheet, stating the items wanted, and their quantities, is sent to the house from which the goods are sought. The yellow sheet—an exact copy of the white sheet—is kept on file in the office. The pink sheet, which bears a copy of the goods ordered, but not of the quantities ordered, is sent to the receiving clerk, who places it on file.

Comparison Reveals Mistakes.

Now in the course of a few weeks or a few days, as the case may be, an invoice for the goods ordered will come in. That invoice is carefully kept in the office. The receiving clerk never sees it. But later, when the goods themselves arrive, he takes his old copy of the order—easily selecting the right one by the number in the upper right hand corner—and opening the package notes the quantity of the various articles. The slip having thus been filled out is sent to the office, where it is compared with that other copy of the original order, which bears not only a list of the items ordered, but also of the quantities ordered of each item. If there is any discrepancy it will be immediately discovered.

And these discrepancies are detected, from time to time. Recently, Mr. Hill states, there was one mistake discovered which would have meant the loss of a very large sum to his firm. The mistake being brought to the attention of the shippers, and the method by which it was detected being explained, the claim was at once paid.

Mistakes Both Ways.

Only this week a mistake the other way was made. Three gross of a certain class of goods were ordered. The invoice said that three sets were sent, the extension being made on this basis. When the package came, however, it was found that three gross had been shipped. This mistake, like those the other way, was brought to the attention of the shippers. Mr. Hill considered this action good business, as well as plain honesty. It gave his firm a reputation for careful

(Continued on page 50.)

Solving the Problem of Floor Space

How Westwood Bros., Toronto, Created Additional Space in Store Without Enlargement—Galleries Built around Both Sides and End for Storing of Goods.

A good many of the hardware stores of to-day are of small proportions. True, we have many extensive retail establishments in Canada but perhaps the major portion, especially in the cities are small and are accordingly inclined to be cramped.

A difficult problem which the hardware man with the small store has to contend with is the proper storing and displaying of his goods. The hardware store of to-day carries an extensive stock not only of straight hardware goods, but side lines which are found of advantage and necessary to handle. While there are many small articles in a hardware stock, there are also a good many of extensive proportions so that it requires considerable space to store and display them.

Of course, a solution of the problem would be the enlarging of the store, but in many cases this is an impossibility as space is not always available for the purpose. While a larger store may be erected or rented on another site, a man who has spent some time in building up a trade in a particular locality knows how detrimental it is to business to change to another site. There is also another factor which makes itself evident, especially in the larger towns and cities where space is valuable and that is that on account of the value of property and high rents, condensing is necessary if the business is to be run profitably.

Therefore, when the stock reaches such proportions as to make storing difficult and display crowded, the question in many instances narrows itself down to a problem of arranging the present store so that the goods may be shown to the best advantage and adequate space for the storing of surplus stock secured.

This was the problem which Westwood Bros., of 633 Queen street west, Toronto, found on their hands to solve. This was some years ago when the firm began to handle both general hardware lines and stoves extensively. Their store was not extra large and the question arose as to how they were going to store and display their stock. A change of location was not deemed advisable because the firm had been established in this location near the intersection of two car lines for close on twelve years, and it was felt that to move would mean losing a good deal of prestige and business.

Their store having a height of 16 feet, they finally decided that a two-deck or storey arrangement with a central open space to allow of light and display was a possibility and the best method of securing additional space without removing to other premises. They accordingly altered their store along this idea.

The second flat is so arranged as to give a height of 9 feet to the lower section and a good six feet on the upper one. It was constructed without the use of pillars or any other support which would interfere with display on the main floor. The support comes from the ceiling and not the floor. Iron rods of ¾ inch thickness attached to the ceiling come down and turn over on to the rafters, thus giving it strength to carry a much heavier weight than it is ever called upon to bear.

The question of light in a store arranged in this way is one to be considered for naturally there would be a tendency to darken the interior. It does to some extent. This, the firm admit but the additional space is considered as full recompense for any slight disadvantage in this regard while provision has been made to give as much

(Continued on page 50.)



A view of the store of Westwood Bros., Toronto, showing the galleries erected to give more space.

Seasonable Hardware Advertisement

Three Lines Which Should be Featured at the Present Time—A Good Opportunity to Transact Cash Business With the Farmers—Why Stoves Should be Advertised.

"We have taken over the business of ——— and have completed stocktaking. Would you prepare us a seasonable advertisement for next week's issue of our local paper and send us your bill."

The above is an extract from a letter received by the editor of Hardware and Metal from a new hardware firm in Ontario. It may be stated at the outset that Hardware and Metal is always prepared to meet such requests and that there will be no "bill." Hardware and Metal is anxious to be of assistance to readers in every possible way.

The task imposed in the present instance, however, is an onerous one. Sufficient information is not given to insure our preparation of an advertisement which will meet the requirements of the firm. What space is to be used? What illustrations are available? Without this information it is impossible to go about the task set with any certainty of achieving a result which will be of practical use to our correspondent.

However, we submit the following suggestion. In preparing this advertisement, an effort has been made to suit the copy to average conditions. The advertisement would occupy three column space or could be condensed into two columns if so desired. While not a big advertisement, comparatively speaking, it should meet the requirements of a firm doing an average business in a town with weekly newspapers only.

Three of the most distinctly seasonable hardware lines have been chosen for this advertisement—harvesting supplies, stoves and hunting supplies While it is often urged that an advertisement should deal with one line only to be thoroughly effective, it must be borne in mind that where the merchant has a weekly newspaper as his only advertising medium, he cannot afford to devote his whole space to one line exclusively.

For obvious reasons, no prices have been filled in. In other respects, the copy is self explanatory.

The Lines Advertised.

The three lines dealt with readily suggest themselves as "leaders" in the hardware store at the present moment. The weather has been so cool and damp all summer that harvesting operations have been delayed. The work of gathering in the grain will continue for some weeks yet and this means that there will be a more or less steady demand for supplies. Trade with the farmers is more desirable in the fall than at any other time of the year for this is the farmer's "flush" time. He has money to pay for what he buys and thus the hardwareman can not only secure cash for what he sells but can also make collections on old bills and outstanding accounts.

To some it may appear a little early to advertise stoves. "We are not finding any demand yet," they may declare. Nevertheless, not only should dealers advertise stoves now but it is well for them if they have been doing so for some time. The stove advertising campaign should open early in order to pave the way for the sales which will come later. A vigorous campaign now will bring tangible results in a few weeks' time.

It is not necessary to enlarge on the fact that the present is a good time to advertise guns, ammunition and hunting supplies generally. The season is close at hand, and it must be borne in mind that there is no "close season" in the interest that the devotee of the chase takes in everything pertaining to that sport. He looks forward eagerly to the time when he will be able to get out again and is likely to get ready well in advance. He is just as likely to buy his supplies now as later in the season when he will actually need them.

OUTPUT OF PIG IRON HAS FALLEN

James Watson & Company, of Birmingham, England, have compiled their annual statistics of the world's production of pig iron. They place the output for 1911 at 63,668,926 tons, a decline compared with the previous year of 1,938,867 tons, but 3,303,146 tons more than in 1909. In the United States there was a shrinkage of 3,649,200 tons in 1910, while in Great Britain there was a falling off of 498,107 tons. Germany, on the other hand, makes rapid progress, an increase of 2,617,459 tons on 1910 being shown, and on 1909 of 741,787 tons.

Canadian output figures are as follows: 1909, 420,000 tons; 1910, 425,000 tons; 1911, 435,000 tons



Suggestion for a Seasonable Advertisement.

Current News of Hardware Trade

Selling Out.

Morris, Man.—A. E. Code, hardware dealer, is clearing out his stock and is holding a clearing out cash sale.

New Wall Paper Store.

Hamilton, Ont.—Fred P. MacPherson has opened a wall paper store here on MacNab street south.

Has Doubled Store.

Melfort, Sask. — G. B. Jameson recently doubled the capacity of his hardware store and last week a plate glass front was put in, making a most decided improvement.

Building an Annex.

North Bay.—J. W. Richardson is enlarging his hardware store by building an L shaped annex on Fraser street. It will double his capacity and practically give him two stores.

Opens Hardware Store.

Ottawa, Ont.—Hugh A. Sharp has opened up a new hardware store at the corner of Mosgrove street and the Market square. He was formerly with W. G. Charleson in the old stand as chief clerk.

Putting Up Warehouse.

Toronto, Ont.—Boeckh Bros., brush manufacturers, are putting up a new warehouse and office building on Adelaide street, immediately in front of their factory. This will save considerable time and cartage in the handling of the finished product.

Death of J. E. Wescott.

Ailsa Craig, Ont.—The death occurred here on Sunday of Joseph E. Westcott, who has been in the hardware business here for some years. His health had been failing rapidly for some time and three weeks ago he was forced to give up his business on that account.

Was Assaulted.

Stratford, Ont. — While lying in a hammock at his boarding house in Douro street on Thursday evening, Andrew McAulay, an employe at McDonald and Henry's plumbing store, claims that he was attacked by an unknown man with a knife and that only prompt action on his own part saved him from serious injury.

Death of Metal Man.

Toronto, Ont.—The death occurred last night of Moses Antipitzky, senior member of the Antipitzky Metal Company, after an illness of ten weeks. Deceased was in his 70th year.

Mr. Antipitzky came to Canada thirty years ago from Regula, Russia, and founded the business which now bears his name.

Gave Medals for Best Bed Work.

Montreal, Sept. 7.—The recreation rooms of the Steel Company of Canada, Montreal Rooler Mills branch, were crowded last night when members of the St. John Ambulance Association gave a demonstration of stretcher work and methors of attending to those who might receive injury. L. Wood presided over the gathering, while R. H. McMaster presented medals to Geo. Fox and Simeon Chasse, who had won this distinction. John Husband, assistant manager, spoke a few words on the First Aid work. It was in the interests of humanity, he said, and while means to prevent accident are more important, it is necessary to reduce the danger and suffering resulting from accidents which may come despite all precautions.

New Retail Firms.

Waldeck, Sask.—Henry Schwartz is starting a hardware store.

Battleford, Sask. — Joliffe & White will start a hardware business here.

Saskatoon, Sask.—A plumbing business is being established by H. J. Warren.

Calgary, Alta. — The J. P. Powell Hardware & Heating Co., have started business.

Regina, Sask. — The Saskatchewan Stove & Hardware Co. have been incorporated.

Calgary, Alta.—Walter Weir is starting in the plumbing business here.

Cereal, Alta.—A hardware store has been opened by A. H. Melville.

Chauvin, Alta.—A hardware business is being started by Burke, Archie & Mande.

Business Changes.

Blaine Lake, Sask.—M. S. Stevens, hardware dealer has been succeeded by Joseph B. Clearihue.

Bounty, Sask.—The Bounty Supply Co. have taken over the business of Greensides & Hanna, hardware dealers.

Listowel, Ont.—The hardware business of Grant Gordon has been bought by White & Howes. The latter member of the firm was formerly in the hardware business in Bradford, where he sold out to Thornton Bros.

Winnipeg, Man.—The business, stock and fixtures of the Colp Hardware Co., Bow Island, have been offered for sale.

Personal Notes.

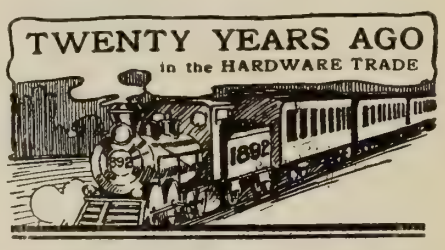
George Henderson, manager of the Halifax branch of Brandram, Henderson, Limited, came to Montreal with the Right Honorable R. L. Borden. He attended the dinner in Ottawa on Monday night.

J. R. Henderson, president of Brandram-Henderson Limited, reached Montreal on Thursday after a two months' vacation spent in England and the Continent.

Montreal, Que.—Fred McBrien, of Toronto, with his bride, is spending a few days in Montreal. The couple came down by boat, and after seeing Montreal are going back via Rochester. Mr. McBrien has found time to call upon a number in the trade.

Cadman, Man.—W. A. Walker, who has recently been in the employ of Mr. C. Hemenway, hardware merchant, has been appointed manager of the Grain Growers' Grain Co.'s elevators at Pipestone, Man. He left last Saturday to assume his duties at that point.

W. A. C. Hamilton, secretary-treasurer of the Consumers' Cordage Company, is now making a business trip through the West.



The following items are taken from the issue of Hardware and Metal of September 17, 1892:

"F. Codere started in the hardware business in Sherbrooke, Quebec, over 30 years ago and will, in about 10 days move into a handsome store block which he has built directly opposite his present premises."

Editor's Note.—The firm of Codere, Sons & Co. are still numbered among the hardwaremen of Sherbrooke.

* * *

"The B. C. Iron Works Co., New Westminster, B.C., intend re-organizing and rebuilding as soon as possible."

* * *

"Burglars effected an entrance through the back window of Thos. Fraser's hardware store at Sorwood and helped themselves to razors, jack-knives and other articles to the value of $100."

Complete Course in Sheet Metal Work

By L. W. KOSER

Sometimes iron brackets or lookouts are used, in which case they are driven into or built in the wall.

Wherever the top of the cap comes against the wall it should be turned up 3 or 4 inches and cloak flashed.

On the inclined surface as from 1 to 2 the turned-up edge should be step and cloak flashed, i.e., a piece of metal should be set into the wall, about every second course of brick, and then turned down over the turned-up edge, the finished appearance resembling steps, hence the name, step flashing.

At the bottom of the cap the metal should be flanged and turned against the wall and let into the mortar line or else folded up in under.

Galvanized or tinned nails should be used and the heads soldered over.

Go over the whole work and point or fill up even with the surface wherever the mortar has been raked out. This is called "pointing."

Also fill up the cracks at the sides where the metal meets the brick walls.

Let us now develop the oblique mitres 1 and 2 and the square end 2 and 3 of Fig. 1.

We will, therefore, draw a section of this top member from 1 to 3 as shown by Fig. 1, prob. 1.

In order to make the problem clearer we have drawn it twice the size shown on the elevation.

From point 1 to 2 Fig. 1, prob. 1 represents the projection from the wall to the front of the cap.

Draw the lines A-B-C representing 1-2-3 of Fig. 1, and at the same angle.

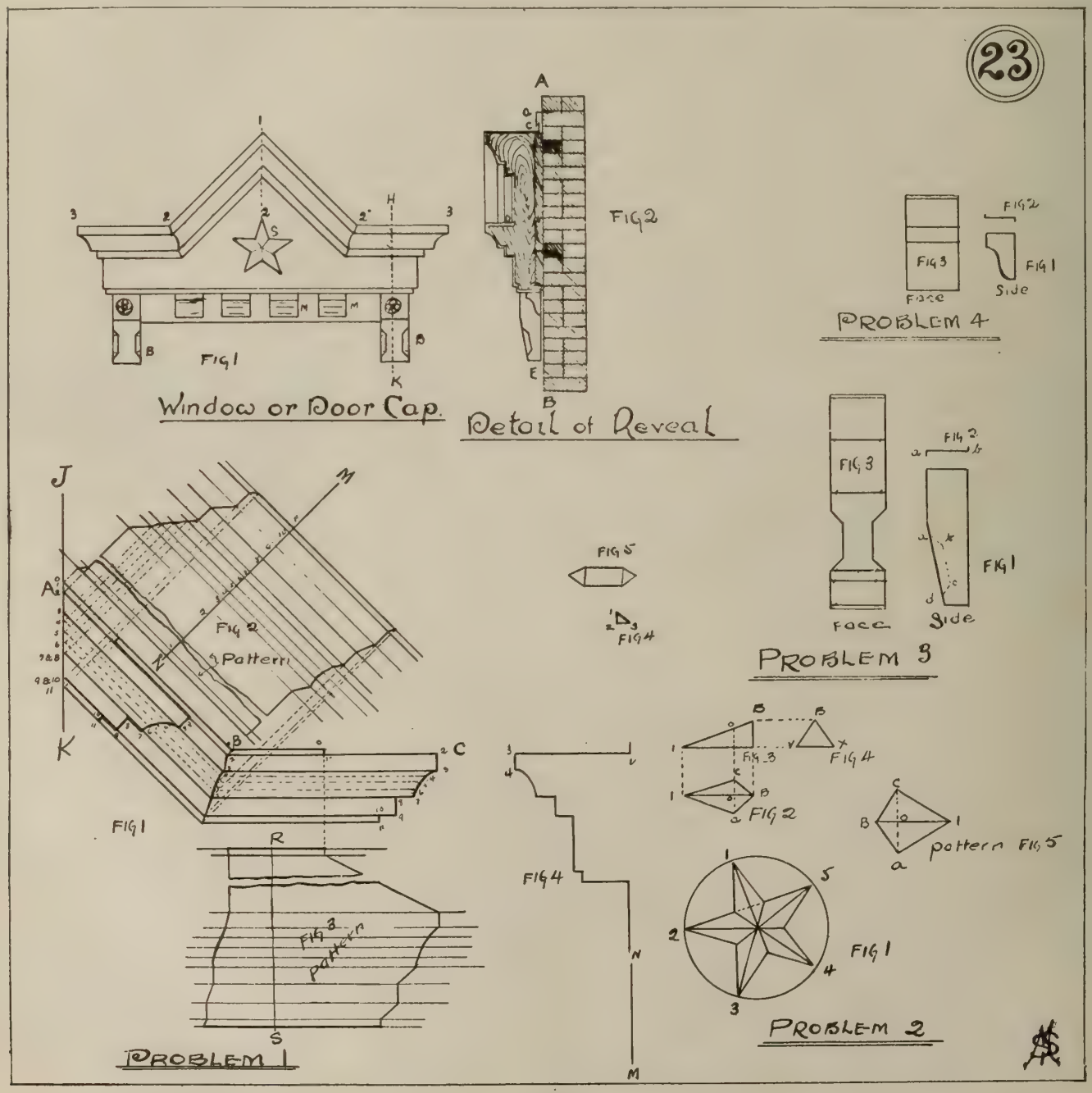
Draw the vertical line J-K representing 1-R of Fig. 1.

Next draw the profile 2 to 11 at the end C, and draw lines from each number past the point B.

Draw the second profile on the angle. Number each point and project lines each way until stopped on the top by the line J-K and on the bottom by intersecting with corresponding lines from the profile at C.

A line traced through these intersections gives the profile at B.

Now lay out the stretchout line N-M



at right angles to A-B and transfer to this the different spaces of the profile and draw the usual measurement lines through each number.

Then fix the head of the T sqr. so the blade will run parallel to the line M-N and bring it against each of the numbers on the line J-K and the profile B and carry lines to the stretchout cutting lines having corresponding numbers.

Trace a line through the points of intersection and the pattern is developed for the angle piece A-B, Fig. 1.

Now to get the pattern for the straight piece B to C we draw the vertical stretchout line R-S and lay out on this the same spaces as on the line N-M and draw the usual measurement lines.

Drop lines from the profile B and C cutting the measurement lines having corresponding numbers.

To get the return or end piece draw the profile as per Fig. 4 and develop the same as a square mitre.

To get the star, draw a circle the size of the star wanted, step it off into five equal spaces and draw in the star as shown by Fig. 1, prob 2.

Now take one section or point of the star as 1-A, B, C, and transfer it to one side as Fig. 2.

Now draw Fig. 3 which is a section through 1-B of Fig. 2, B being the highest point of the star and 1 being the lowest.

Now draw Fig. 4 which represents a cross section at the point B.

We are now ready to draw the pattern. First draw the line 1-B of Fig. 5 equal to 1-B of Fig. 3.

Make 1-0 of Fig. 5 equal to 1-0 of Fig. 3. At the point 0 draw the dotted line at right angles to the line 1-B.

Now lay off the spaces B-V and B-K of Fig. 4 on this dotted line which will give the points C and A.

Connect 1-C and B-A and one point of the star will be complete.

Make four more pieces the same and brake on the line 1-B.

To make the bracket B draw two side pieces as per Fig. 1, prob. 2 cut out on the dotted line for the bevelled edges.

Form the edges of these side pieces as per Fig. 2, the edge at b to go against the wall or surface and the edge at "a" to serve as a flange to fasten the face of the bracket to.

The face shown by Fig. 3 simply follows around the heavy line of the side elevation, each cross line showing where a brake comes.

Fig. 4 is a diagram of the bevel the sides 1-2-3 being the square corner and the line 1 to 3 being the bevel wanted.

Fig. 5 is the pattern for the piece to fit this bevel, the width being taken from the bevel line 1-3 of Fig. 4, and the length on the line 1-B bing taken from the side elevation A-b-c-d Fig. 1.

Always solder on the inside where possible, and put piece over the joints, also brace between the sides.

The small bracket M shown by prob. 2 is made the same as the large end bracket with the exception of course that the general shape is different, but the method of fitting and forming is the same.

BOOSTING HOME TOWN.

New Liskeard, Ont.—The London Advertiser last Saturday published a most creditable page on Temiskaming, in connection with a "Stay-in-Ontario" campaign which the paper is waging. A number of articles are contained, among them being one by Mr. Galbraith, the Government agriculturist, of New Liskeard.

The material for the page was prepared by James Taylor, of the George Taylor Hardware Company. The work was done for the purpose of boosting New Liskeard. The Taylor Hardware Company have five hundred copies of the edition for free distribution in their store here.

PIPER PLAYED AT HARDWARE STORE OPENING.

Montreal, Sept. 9.—A piper played that stirring music which has sent Highland Regiments through many a shot mown zone, gave a touch of originality to the opening of the James Campbell Hardware Company, 515 to 517 St. Catherine St, Maissoneuve, last Saturday. Mr. Campbell, the manager, came some ten years ago from Scotland, and he naturally felt that the pipes were necessary to make the occasion fitting. The many who entered the fine new store and the many others who looked in the windows and listened to the music, showed that they consider bagpipes and hardware go very well together.

The James Campbell Hardware Company would seem to have a fine future. The store is a splendid one—large, beautifully lighted, and equipped with many modern devices. All the stock is not yet in place, but there is enough on the shelves, in the show cases, and on the specially prepared display tables to attract and hold the attention of men and women alike.

GET FAIR LISTS.

As the fall fairs are now in full swing, travelers would do well to secure a list of dates from some of the newspapers. By doing this, they will save themselves a lot of delay and loss of time.

TOOL WINDOW ATTRACTIVE

Montreal, Sept. 13.—In an effort to secure a large part of the large tool business that is now being done, Omer DeSerre, St. Catherine Street, East, has arranged a fine tool window. Long strips are placed across the window and on these are shown squares, planes, rules, chisels—a wide variety of small tools. At the back of the window, some larger lines, such as saws, levels and hammers are arranged. Those who pause to examine the display attest its value.

WINDOWS ON HINGES.

Merchants can glean many ideas of value and interest from foreign countries. For instance, at Carlsbad, Germany, practically all the plate glass windows, and many of them are of enormous size, are on hinges. One advantage of this is that they can be got at from the front as well as from the inside. This is something which the window cleaner will appreciate. This idea is specially serviceable where the stock is large and varied and the space valuable and therefore narrow, while it also proves of service where business is being done with passers-by.

HAS SOLD TEN AUTOS.

Campbellford, Ont.—D. W. Douglas, hardwareman, has made a strong side line of an automobile agency this year. He has already sold ten cars so far. Mr. Douglas uses a car himself and finds it a great convenience in calling upon prospective customers.

The automobile end of the business is not confined to selling cars, however. All manner of automobile accessories and supplies are also handled and are found to be brisk sellers.

HAVE BUILT ADDITION.

The Toledo Cooker Company, Toledo, have completed a new two-storey factory addition. The new building is as completely constructed as though it were a separate and individual factory, having its own elevator, wash rooms, cloak rooms, etc. The factory is to have its own water plant for which purpose an artesian well of several hundred feet is being drilled.

At the last meeting of the stockholders, the capital stock was increased $100,000 and the following were elected officers:—C. E. Swartzbaugh, president, general manager and treasurer; C. K. Swartzbaugh, vice-president; Jason B. Swartsbaugh, secretary; C. C. Swartzbaugh, superintendent.

Weekly Market Report --- Metals

METAL IS UP.

Advances have been recorded all along the line. Tin has gone up 2 cents, lead is higher and there is a strong upward trend in iron. Although many advances have been made, it is freely predicted that the upward movement will continue unchecked.

MONTREAL.

Montreal, Sept. 12. — The week has been full of happenings. The advances on the primary market have come so rapidly indeed, that it has been necessary to make rapid advances here. In some lines prices are now higher than they have been for twelve or fifteen years, and they seem likely to go still higher.

The rapid advances have left some wondering what will happen next. Copper, especially, is a puzzle at present. Yet, for all this, buying is being done largely. The week's business has been heavy, and it would seem that more good times are to follow. True prices are high, but men are willing to pay the price. They can now get the metal and appear delighted with this.

To mention the metals in which changes have been struck is almost to give a catalogue. Lead has advanced again. Also tin, copper and brass wire are put upon a new basis. Iron is exceedingly high. So is spelter. Moreover, all metals with the possible exception of copper seem very strong, and quite likely to advance still further. It is a time to buy cautiously, yet it does not seem a time when it would be wise to allow stocks to fall too low.

A 2 Cent Advance.

Tin. — The English market is very bnullish. It would seem that those in control are aiming to put the price up to £225 at least. Yet, there is noted a tendency to proceed cautiously. Buyers seem a little fearful of a turn. The demand for tin is strong, yet it is very evident that the syndicate is in control.

Locally another 2c. advance has been made. This was necessary. The handlers have to pay an advance in excess of that for their tin.

Lead.—Following the quarter cent advance of last week comes one of a half cent just struck. It, of course, is the result of the general rise in the price of lead. Supplies, locally are now satisfactory, but they are held at a high figure. It seems that this metal is now perfectly controlled. Certainly it is now higher than it has been at any time since 1856.

Present quotations are: Trail and imported pig $6.50; bar pig at $6.75; sheets at $6.75 and $7.

There has also been an advance in lead pipe, the recently revised list prices still applying, but the discount of 5 per cent. is wiped out.

Copper in Doubt.

Copper.—Statistics just issued show that the refineries have produced, in the last month, more than it was thought they could produce. This announcement has made the market a little timid. Prices fell after the news became known. Then they rose again, and since have been remaining about stationary. Locally, the only change made in connection with this metal has been in copper and brass wire. The upward movement has been effected by making the discount on brass wire 45 and 2½ and on copper 45 per cent.

Spelter.—Here, too, there have been rapid rises, this week seeing the price leap upward. Locally changes have not yet been made by those selling to the retail trade; but it would seem that such a change will be made before the month is out, unless of course spelter declines generally.

Iron.—This metal has now reached the highest level it has attained in the past fifteen years. In 1906 it rose to 63.6d., but this week the quotations in London have been 66s. 1d. Supplies, locally are fairly satisfactory. The demand is large, however, and the handlers feel that they could do with a greater reserve.

There has been an advance of 10c. in certain lines of galvanized sheets.

TORONTO.

Toronto, Sept. 12.—A close examination of the metal markets fails to bring to light any line in which there can be said to be a tendency to easiness. On the contrary, the general trend is decidedly in the opposite direction with most lines exhibiting a strong front and others showing actual advances.

Last week strength in tin was referred to and the emphasis given it was well warranted as shown by the advances since. Iron holds a firm position just now with pig lead also following suit. With continued strength in several metals it is natural that products should be affected and higher values in a number of lines are predicted.

A good general demand exists but with difficulty in getting deliveries, shortages in certain lines are gradually developing.

Tin Advances.

Tin.—Following the strength reported in this metal and in sympathy with big advances on primary market, local prices on Lamb and Flag and Straits have been advanced 2c. per pound, bringing the price up to $52, a record figure. The movements abroad are typical of a bull market and there is talk among metal men that prices may even reach a higher level. English tin plate market continues strong with prices on the advance, following pig tin values.

Copper.—There is no change in copper market, but a fair share of firmness is maintained. Demand continues on a fairly brisk scale. Although there have been tinges of easiness on English market, New York remains firm with market well in control of producers.

Lead.—Pig lead is gradually attaining higher levels in sympathy with the upward movements on foreign markets. Domestic and imported pig have now reached $6.20 and $6.25 respectively locally and foreign news would indicate a continuance of steadiness.

Metal houses have by no means all the lead they desire. Indeed many are still far from this ideal condition. It seems difficult to catch up.

Spelter. — Spelter is unchanged at $7.25 locally but there is a general firm tone. English market gives no indications of any change from this state. A fair demand is reported.

Iron.—A considerable stiffening is apparent in both iron and steel and advances in several of the products of these lines would not come as a surprise. Galvanized sheets will probably reach a higher level, according to local dealers.

WINNIPEG.

Winnipeg, Sept. 11.—The situation in metals generally is very firm and though there are no further advances to record this week prices in all lines have an upward trend and are practically certain to go higher. At present, there is a certain suspense as to building operations. It is known that several very large undertakings are planned, but investors are waiting for definite assurance as to the crop being safe before authorizing immediate construction. Should the ensuing four weeks prove favorable there will be a large amount of steel and concrete construction go on during the fall and winter. Repairs on engines, etc., usually an important business at this time of the year have been hampered by difficulty of obtaining supplies of boiler tube and plate.

Weekly Market Report --- Hardware

MANY ADVANCES.

There have been a number of advances in hardware lines during the past week. Other increases are reported as likely for the near future.

MONTREAL.

Montreal, Sept. 12.—Enough price changes have been struck in the last week to give Hardwaremen a great deal of food for thought. Some of the changes—the majority—could be foreseen; but now that they have been struck, the question becomes one of the action which may best be taken. Will the prices go still higher? In short, is this a good time to buy or does it appear that there will come a decline which will create a more favorable buying market?

Rope has perhaps shown the greatest change. But copper and brass wire, too, have advanced quite largely. Cut nails have risen and shot—changed twice within the past four or five weeks—has now been moved up once more. There is one general reason for all these advances, a higher cost of raw material.

Some of the Changes.

Business generally is exceedingly good. The demand for fall lines is increasing steadily. But the call is quite general, all classes of hardware being wanted.

Builders' Hardware.—The demand here is keeping up better than was generally expected. Contractors are evidently buying still, and the retailers report a good sale to small builders, and to people who wish to change the hardware used in their home.

Heavy Hardware.—In cut nails there has been an advance—not so much due to the price of raw material, as to the great demand for the line and the difficulty which is being experienced in meeting this demand. The present quotation is $2.50 instead of $2.40.

In copper and brass wire, too, there has been a change—a change which was expected, along with new price levels on other copper and brass products. The new discounts are, brass 45 and 2½ per cent., in place of 60 per cent.; Copper, 45 per cent., in place of 62½ per cent.

Rope Up a Cent.

Rope.—The high cost of hemp is responsible for the latest advance here—an advance of one cent a pound. Pure Manilla is now quoted at 14½. British Manilla at 11c, instead of 10¼; Sisal rope at 9¾, instead of 9¼; and lath yarn at 9 instead of 8½c.

Still there is some doubt as to the future here, but it would appear that it would be wise to buy now. There seems but little chance of hemp going down. Since this last revision prices are undoubtedly high, but they are not at the high water mark. In February, 1907, for instance, pure Manilla was quoted at 15½c, a full cent higher than at present. It is hardly likely that a decline will come for some time, and there are many things more unlikely, at present, than that another though perhaps a smaller advance will be struck.

New List for Lead.

Sporting Goods.—One price change is noteworthy—especially following as it does two recent advances. Shot has been put upon a new level. The list is now $9 instead of $8, and still there is no discount. The remarkably high cost of lead, is, of course, responsible.

Other lines remain steady in price and are moving well. It is a season when ammunition is in especial demand. So are rifles and shot guns. The dealers are preparing for the rush which will shortly come.

Baseball goods are quiet now; but rugby supplies are being bought. So are skates and hockey sticks. Winter is coming and dealers are preparing.

Seasonable Lines.—Weather strip is moving. For lanterns there is a big demand. Coal shovels too, are wanted, while the usual heavy fall demand for meat choppers is being experienced. Traps are also in demand, while the call for cutlery and silverware generally, is growing.

TORONTO.

Toronto, Sept. 12.—The past week has been featured by a great many price changes. They have all been in an upward direction and one reason seems to hold good in all cases. The rapid advance in the cost of raw material has forced the manufacturer to advance the price of the finished article.

The goods which figure in these advances are varied—shot, brass and copper wire, cut nails and rope. There is also some talk of an increase in the price of hatchets, but there is nothing definite yet in that connection.

Business in hardware is very brisk. The jobbers state that the rush of fall orders is now on and that already considerable business in winter goods has been done. "We are looking for a good wind up to the year," said one jobber. "It has been a big year—the biggest yet in point of volume of business done."

Threshing Supplies.—Sorting orders are being placed for goods needed in harvesting. The rush is over, of course, but enough orders are coming in to swell the total to satisfactory proportions.

Seasonable Goods.—All lines of fall goods are moving out rapidly. There is a big demand for roofing material. Axes, handles, mitts, gloves, horse blankets, etc., are also good sellers. Already some demand is felt for snowshovels, scrapers, weather strip, sleigh bells and other winter lines although shipments are not yet heavy.

Builders' Hardware.—The rush season is now on. With the great amount of building which has been done this year, it is no wonder that the demand for builders' hardware has been breaking all records.

Rope has been put up another cent in price. This has been anticipated for some time.

Prices Advance.

Heavy Hardware.—It was stated in last week's issue that cut nails would likely go up in price before long. This has come to pass, the price having been made $2.50—an advance of 10 cents. The reason for this change is the added cost of the raw material. The large demand may also have played some part. The discount on brass wire has been made 45 and 2½, instead of 60 as formerly. On copper wire, the discount has been changed from 62½ to 45. These changes have also been anticipated. A forecast of the advance was given in last week's issue.

Shot Goes Up.

Sporting Goods.—The feature of this department is the advance in shot. Two changes, one following rapidly on the heels of the other, have been recorded. The price was first advanced from $8.00 net to $9.00, and then to $10.00, no discount being allowed. The reason is, of course, the high price and resultant scarcity of pig lead.

WINNIPEG.

Winnipeg, Sept. 11.—There is little new to be said of the business situation in Western Canada. At least 75 per cent. of the crop is cut but the weather has been unsettled and cause of considerable delay. Threshing, however, will be general in a week provided fine weather prevails. Most of Winnipeg business men consider that the situation is favorable for a brisk season.

There is an active movement of all general hardware. Threshers' supplies are now moving very freely and there is still a brisk demand for fall sporting goods. There is, perhaps hardly as much activity in builders' supplies but the volume of trade is still very large and in these lines window glass has been going out in large quantities.

There are few changes in prices to record, the most important being an advance of 10 cents on cut nails. Pure manilla ropes have advanced ¼ cent per pound.

Stoves, Furnaces and Accessories

Live Methods Necessary to Sell Goods

A High Order of Salesmanship Is Required—The Live Dealer Will See That His Stock is Well Displayed—The Aggressive Methods of a Galt Dealer.

Real live persistent efforts are necessary for the hardware man who would attain the best results in his stove department. The sale of a stove is not accomplished with the same ease as that of a hammer or saw. It requires real salesmanship to convince a customer that your stove is the one for him. The purchase of a stove means the outlay of a considerable amount of money and the purchaser wants to be thoroughly convinced that the stove he is buying is a worthy one.

The first essential, however, in the sale of a stove is to get the customer into the store where the good points of the particular one you handle may be explained to him or her. This, perhaps, is the most important part in the sale for until you have secured an opportunity to talk to the customer there is no possibility of a sale. How then, is the hardware man to go about the work of securing the ear of prospective purchasers?

Undoubtedly one good method at least which the hardware man has at hand to keep his stoves prominently before customers is by display. Unfortunately in many stores the space available for the display of stoves is painfully small but now with the big selling season opening up the dealer would do well to arrange for a competent display of stoves even if some other lines, many of which are of lesser importance at this time, have to be relegated to a less important position than they usually occupy.

People generally consider the purchase of a stove a considerable time before they even approach a dealer. They turn the subject over in their mind for some time before they decide to look at them even. However, their mind is in proper condition to interest them and here is where a window display proves valuable. A laborer is on his way home from work. He has been considering the purchase of a stove for some little time. Suddenly a window display of stoves in a local hardware store attracts his attention. He stops and reads some of the good points of the stove outlined on the show card. They interest him and he follows the invitation to "Come in and let us point out its good features." Soon, the competent salesman inside has interested him more strongly with the eventual outcome that a stove is purchased.

Then last but by no means least is advertising as a means of interesting customers. By this method, people who enter the store or never pass it may be drawn there if proper copy is used in the advertising space. Good results may be accomplished by advertising properly at any time of the year, but especially should it be followed in the fall.

For instance, in Galt, Ont., there is a hardware merchant who makes a specialty of stoves. "I believe in pushing them all the year round or at least in talking about them, for if you point out the good points of your stoves early in the season, even if they do not want to buy them, if at some future time they do, they will probably come to you to purchase." This particular dealer has recently changed to a store which after careful investigation he believes to be a fuel saver. This is an important talking point. It has been said that money talks but in this case in a different manner. If you can convince a customer that if they purchase your stove they are going to save money on fuel, you have certainly got them interested.

As stated before, this dealer carefully investigated one particular stove before deciding to handle it and confidently believes in that line. Thus, when he is talking to a customer he is able to point out just where it differs from other stoves and why it is a good one to purchase. His own conviction helps him.

The writer was in the store recently when a customer was making some purchases. The customer was approached by the proprietor.

"Have you a good cooking stove, Mr. Customer?" he asked. "We have an excellent one. It will save you a good deal of fuel."

"Well, we have a fairly good stove," answered the customer, but his answer implied that he was not prepared to praise it extra strongly, so the hardware dealer got busy.

"It would pay you to discard it and purchase one of our stoves. It will save its own price in fuel in a very short time. I will show you the construction of the stove and just why it saves fuel."

Thus does the stove salesmanship game proceed. It requires real progressive efforts on the part of the dealer. He cannot get in his stock of stoves, shove them into an unimportant position and wait for the demand to set in of its own accord. He cannot afford to wait for business to come to him. He must go out after it.

Making the sale does not complete the work with this dealer. He believes in following up the stove after it has been placed in the home and in making sure that it works satisfactorily. "We aim to make every customer completely satisfied because a pleased customer is a booster for your store and firm while a dissatisfied one is a knocker. You know that the stove is a very important article to the housewife and she generally talks a great deal about hers when with other women. This is all advertising either good or bad. We aim to make it good.

Details of Stove Window Display Contest

Prize of Ten Dollars Will be Given for Best Stove Display Photograph—Contest Closes on October 26—A Big Response Anticipated.

The stove season is close at hand. There are signs of this on every side. The housewife who intends to buy a new range or heater this fall is already showing a big interest in the subject of stoves. A few sales are being made; not many, but just enough to show that the public are becoming interested.

It is interesting to note that the departmental stores and large housefurnishing establishments are paying considerable attention to the stove question at the present time. Their store windows are occupied by stoves and heating accessories. Now the example of the departmental store is generally worth following; and in the present instance, it will pay hardware dealers to begin the featuring of their stove stock without delay. It is particularly advisable that stove window displays should now be arranged. They go a long way

toward setting people's thoughts on the question of stoves.

Stove displays are not the easiest thing in the world to arrange; that is, if the window dresser is anxious to achieve something out of the ordinary. Really creditable stove displays are not often seen. On account of the difficulties in the way, there is a tendency on the part of many to devote the window space to other hardware lines and keep stoves to the rear. This policy is a mistaken one at this season of the year. when the big stove selling period is so close at hand. No matter how small the windows may be an effort should be made to arrange stove displays from now on.

In order to create more interest in the subject, Hardware and Metal has decided to hold a stove window contest. Photographs of stove window displays will be received at this office and for the one adjudged the best a prize of $10 will be awarded.

In addition to that, the sum of $1.50 will be paid to all contestants who fail to secure the prize, but whose display is deemed worthy of reproduction.

This is a larger cash prize than it has been customary to offer for window display contests in the past. The amount has been raised in an effort to stimulate interest in stove displays. We are anticipating that many window trimmers will enter the contest and that the season now starting will see an aroused interest among hardwaremen in this very important phase of stove salesmanship.

Terms of Contest.

The contest will close on Saturday, October 26.

Contestants must send in a brief description with photograph, outlining details of construction and telling what results were achieved. It is important that the description should be made lucid and complete.

Address to "The Editor, Hardware and Metal, 143-149 University Avenue, Toronto," and mark on envelope "For stove window contest."

Weekly Market Reports---Stoves

STOVE TRADE BRISK.

The manufacturers are reported to be very busy. Fall shipments are now being rushed out. All indications point to a record fall trade and some fears are expressed that the demand will be too large to be conveniently handled in the time left.

MONTREAL.

Montreal, Sept. 12.—Cold, unseasonable weather will hurt the stove trade if it is of long enough duration to affect the crops; but a little unseasonable weather, such as has lately been experienced, tends rather to give the stove business an early start. The chilly days, and chillier nights, have driven people home from the summer resorts earlier than usual. They have been made to feel the need of stoves, and consequently an unusually large number of early purchases have been made.

Some Higher Prices.

The week has seen some price changes all due to the leaps raw material is making. Tin ware has been generally placed on a new level, the advance being about 5 per cent.. Galvanized sheets, too, have been raised, the new figures being ten cents in excess of the old. For some time there has been noted a scarcity in some lines of sheets. While this is not directly responsible for the advance, it naturally had something to do with bringing this about.

Ranges and Heaters.— As has been said the cool weather has caused an early commencement of retail buying. Dealers are being called upon not only to supply ranges but also heaters. The dealers, therefore, are placing supplementary orders already—at least those are who have not filed an order which will keep them well supplied the year through.

Shipping by Boat.

Heaters are moving particularly well. This line has been quiet until the last few days, but now every mail brings orders. In this district a good deal of boat shipping is taking place.

Furnaces and Radiators.—Here, too, there has been a growth of business. It is largely due, in this district, to the near completion of so many buildings. But the fact remains that furnaces are being ordered, and that those who carry this line are being asked to show what they have and to recommend furnaces for various houses.

Radiators are beginning to show signs of becoming scarce. This is none too early to order. Indeed, those who have not placed their orders should waste no time or they may find themselves with out the goods when they are ready to have these installed.

Tin Five Per Cent. Higher.

Seasonable Goods.— Coal hods, ash sifters and similar lines are being largely ordered. There has, however, been a falling off in the demand for metal roofings. The weather is held responsible for this.

Tin ware generally is being largely ordered though the remarkably rapid advance in tin, has made necessary the fixing of a new price level on many of the products. The changes vary slightly, but, are generally about 5 per cent. Tin is said to be in for even higher prices. This certainly is not a time to let the stocks of tin ware get too low.

Gas Stoves.—In the city the demand for this line is large—due of course to the great amount of building. In the country, and in many parts of the city, too, the call is for coal oil stoves. The little heaters, which can be carried about from room to room, are very appealing to people generally in this damp, raw weather.

TORONTO.

Toronto, Sept. 12.—There has been a steady outward movement noted in stoves and heating supplies, although it cannot be said that the fall rush has started, by any means. "We are shipping as many stoves as our plant will produce," said one manufacturer. "Just as fast as the stoves are completed out they go. At that, the real fall rush has not begun."

The prospect of a lengthy and warm fall is received with pleasure by the stove manufacturers on the whole. It will mean that the buying season will be lengthened out and in that way it will be possible to make shipments more promptly. It is pretty generally conceded here that the early advent of winter weather would precipitate a crisis. A sudden spell of cold weather would bring business on with a rush and there would then be grave danger of a shortage. However, all predictions are to the effect that the fall will be long and mild and this will improve matters in that regard.

Ranges—The chief activity at the present moment is in ranges. Large orders are being filled. Manufacturers this year have been providing for a much heavier demand for ranges than ever before and the size of the demand already felt has shown that they were right.

It is apparent that already dealers have been selling ranges with more or less briskness. In some cases repeat orders are being received. Other dealers,

who had delayed in getting delivery, are now clamoring for immediate shipment. There is a particularly heavy demand from the West.

Heaters.—There is also a steady movement noted in heaters. Orders placed for September 1 are now being shipped out and manufacturers are getting ready to ship the September 15 orders. Some are a little behind with their orders, but are rushing matters to avoid congestion later.

It is expected that this will be a good season for heaters. Indications point to a heavy demand.

Gas Stoves.—Demand is not altogether over for gas stoves .The building of apartment houses in the city has led to some good sized orders being placed. Delivery of gas stoves will be made right up to the first of the year.

Furnaces.—The factory trade is now on with a vengeance. The manufacturers report that they have as much business as they can handle conveniently and, in fact, temporary shortages in certain sizes have already developed.

If the weather remains sufficiently open to permit of building operations, the furnace trade this year will break all records. It will be extremely large in any case.

—⚙—

WILL LEAD SET A NEW PRICE RECORD?

(Concluded from page 35.)

menced. The supply from these sources would be put on the market. There would be more lead for immediate shipment and more for futures. The scarcity would be relieved. Prices would naturally fall.

Prices Regulate Themselves.

It is one of those cases where high prices seem bound to regulate themselves But the question is, how soon? These old mines are not going to be operated immediately. It takes time to commence such work. The men who now seem to have control, therefore, will have months in which to work. If they really aim to put lead to £30 there seems little doubt that they can succeed. That they can keep the lead there is a different thing. While they are able to regulate the supply they probably can do this, but just so soon as their high prices induce the working of other mines, then the prices must fall. Perhaps then the syndicate itself would force down the prices, aiming to make them once more so low that the outside mines could not operate profitably. Fighting a very powerful combine is not an easy task.

Scarcely Relieved.

As far as Canada is concerned the scarcity of lead—a little while ago the most serious phase of the problem—has been relieved. Not only is lead being brought in from England, but Trail lead too, is being largely delivered. The Trail plant was forced to shut down a couple of months ago. Both furnaces "froze" at the same time, and there was nothing for it but to cease operations. Then there was some doubt as to the time which would be needed to make repairs, but these have now been completed, and the Trail lead is being delivered in all parts of the Dominion.

Montreal, Sept. 12.—At a meeting this afternoon another advance in shot was determined upon, making the second within a week. Now shot is quoted at $10 net list. The high price of raw material is the cause.

So the supply locally seems assured But the price? Well the price is the question. There is nothing to give certain knowledge, yet the general impression is that there will be a period of high lead. Just look at that chart! See the low price lead of the past thirty years. and the high, high, figure of to-day.

—⚙—

METHODS WHICH HAVE SAVED LARGE SUMS.

(Continued from page 40.)

dealing with that particular manufacturer.

So much for short shipments. Somewhat the same system is adopted in making claims for damaged goods. Each parcel received, it will be noticed, has to be carefully examined. Any flaws in the article sent are therefore going to be noted. The man examining the package notes how the goods were packed. This information is sent with the claim. The shippers will find that this package was so packed. They will, be therefore, immediately impressed with the veracity of the statement.

System will do a certain amount, but there is a point at which system fails. The personal equation is still a very large part of business. Merchants are dependent to a large extent upon the honesty of their employees. Take small parcels, pen knives, for instance. If there are a few short in a shipment the shippers might say the shortage had resulted while the goods were being unpacked. To guard against this to some extent, Mr. Hill has every small package weighed before it is opened. Moreover, he has the responsibility fixed. If there should be a thought that things were not as they should be the suspicion would naturally fall upon one man.

This is not a pleasant phase of the question. It is, moreover, one which fortunately does not come up very often; yet it is is quite generally felt now-a-days that a manager owes it to his employees to take such steps that they will be saved from temptation. That is all which precautions such as this really do.

Double Checking.

Mr. Hill has gone even further than is here outlined. He has established a double system of checking the parcels received, so that they are numbered upstairs, and the contents jotted down in a special book. This, of course, makes it so much easier to prove a claim. Yet with all these checks Mr. Hill does not believe he has the perfect system. "What we are doing now has come little by little," he says. "It is an evolution. I feel sure there are improvements which can be made. Indeed I have one or two in mind now."

—⚙—

SOLVING THE PROBLEM OF FLOOR SPACE.

(Concluded from page 41.)

light as possible into the interior. Of course, there are the front windows and door as well as a window at the rear. On the second story there are windows at both the back and front. This not only lights up the second storey but assists in lighting the first as the light from the front can penetrate a large space in the main floor through the 8x30 foot opening as shown in the photograph. Under the conditions, the store is quite well lighted.

There is also another reason for this opening besides securing of light. It allows of valuable display of goods on the second floor which may be seen by customers in the main part of store. The photograph does not really show this up to advantage. As shown there is a railing around the elevated floor. Here are shown such lines as boilers, bread cans, flour cans, stove pipes, coal scuttles, tinware and enamel, many of which can be seen quite plainly from the main floor.

This second floor is also used as a storage space for general goods such as shelf hardware, paper, etc., as well as larger lines, so that it is necessary only to carry sufficient stock for proper display on the main floor. It has the advantage of being close at hand so that additional stock of any line is available at any time.

However, the upper floor is valuable for display purposes. Here, too, the office is situated, being reached by a stair up the left side of the store at the rear of the paint department.

A few gas stoves are shown in the hardware department but the firm have now a separate and extensive show room for stoves in a building adjoining the store.

Methods of Retailing Paints and Varnishes

The Turnover in the Paint Department?

How Often Should the Stock be Turned in the Course of a Year?—Manufacturer Answers Four Times—The Dangers of Over and Under-Stocking—Price-Cutting is a Dangerous Form of Lunacy.

"How often should the paint stock be turned? " was a question propounded to the writer recently by a hardware dealer.

This question is difficult to answer on account of the wide divergency of conditions in different localities. A dealer located in a large city can get orders filled at a few hours' notice and may not carry, on that account, as large a stock as the hardwareman whose place of business is so far removed from the big shipping centres that orders take several days in filling. Thus, the dealer in the large city will carry a smaller stock and will renew it much more frequently than the other. He may not sell more in the course of the year, but he will have turned his stock much more frequently.

However, it is always possible to reach averages and in this connection, the opinion of a manufacturer, who has given considerable thought to the question, may be cited.

"To be doing a good business," he declares, "the hardwareman must turn his paint stock four times in a season. Some dealers, of course, are so far away from point of shipment that they have to carry exceptionally large stocks. We have firms on our list who order in very large bulk. Needless to state they do not turn their stock as frequently as others who buy in smaller bulk. But on the average, the dealer should turn four times in a year."

Keeping Stock Fresh.

"Personally," he continued, "I believe in frequent turning. If the dealer is so placed that he can order frequently and get prompt shipments, it certainly will pay him to work on the rapid-turn system. His stock will always be newer and fresher. The longer you keep wine in the bins the better it gets, but that rule does not apply to paint. Let paint remain long on the shelves and the labels become dusty and lose their freshness of appearance. This counts a great deal in making sales. Customers want a brand new tin and the dealer who allows his stock to become shopworn will find it extremely hard to make sales.

"Of course, it does not do to keep the stock too small. Of the two extremes that is decidedly the more dangerous. It is better to carry a very heavy stock and run the risk of depreciation than to have a small and incomplete assortment and be unable to meet the demand of customers.

"It is a first necessity that the assortment kept on hand be complete in every respect. Otherwise, there will be frequent demands for goods not on hand and the old excuse will have to be trotted out, 'sorry, but we are just out.' I don't know of anything more detrimental to trade than that hackeneyed, time-dishonored excuse. Customers become vexed and impatient when they find that they must wait a few days or go elsewhere. They generally go to another store; and, perhaps, keep going. Frequently they decide to do without the article. In either case, the dealer is the loser.

"On every count it is highly essential that the stock should be always kept complete and thus the dealer cannot afford to run too short. He must watch closely to detect possible shortages.

"There is a happy medium in this matter as in all other things. The dealer should aim to keep his stock sorted up so that he will be in a position to meet all demands and he must at the same time avoid carrying a large supply on his shelves which will become shopworn before cleared out. If this happy medium can be attained, the hardwareman should turn his paint stock at least four or five times in the year."

Price-Cutting.

The opinion of another paint manufacturer, dealing with a different phase of the question, is interesting.

"Some dealers," declares this man, "are too keen to effect a rapid turnover. They are so keen that they will do most anything to keep the goods moving, even to cutting the price with singular recklessness. I can't make this too strong—the dealer who cuts his price on paint at the present time is making evidence which would indubitably convict him if he ever appeared before a commission of Lunacy. Look at the price of white lead. Consider how high linseed oil has been all summer. Then figure out if the price of paint is at all in keeping with the price of the raw material.

"No sir, prepared paint is selling today at what we may reasonably term the rock-bottom minimum and any dealer who cuts below that is simply handing money away to the customer.

"I know that people complain that paint is high. We hear grumblings even yet from individuals who think they are being robbed because paint is not sold at the same price as it was ten years ago. On that account, dealers are sometimes afraid to ask their price and will give a cut figure to avoid complaints and hold trade. Is trade worth holding at that sacrifice? The dealer need not fear complaints, because he can convince the complainants without any difficulty that they have no ground. Show how much more it costs to make paint now than it did in past years and customers will readily understand why they have to pay more.

"A rapid turn-over at the sacrifice of legitimate profit is not desirable—from the standpoint of the dealer."

NEW SALES MANAGER.

In last week's issue, mention was made of the appointment of W. H. Newton as



W. H. Newton.

sales manager of the Canada Paint Co. A likeness of Mr. Newton is herewith reproduced.

Some of the Advantages of Fish Oil

It Is Now Being Claimed That It Offers Peculiar Resistance to Sea Breezes, and Is Therefore of Great Value for Paints to Be Used Along the Coast—Interesting Development in Menhaden Oil—How the Objectionable Smell Was Eliminated.

Of late there has been a specialization in paint which has caused a remarkable widening of the field. Barn paints have become more popular. There are special floor paints. Special carriage paints, and paints made especially for interior use. Now the specialization is being carried still further, and there is noticed a tendency to use special oils for various purposes.

"Sweet are the uses of adversity," wrote Shakespeare. What he said has been proving its truth year after year, and now it appears that the high cost of linseed oil—regarded as a great hardship a year or more ago—may prove beneficial in the long run. It made substitutes seem necessary. These were used in some of the cheaper paints. Their faults were recognized, but so were their merits. The upshot of this experimenting in substitutes, indeed, has been that some oils have been so improved that they are now rivals of linseed for certain classes of paint.

Better For the Sea Coast.

Menhaden oil is one line in which great improvements have been made, and which seems to offer particular advantages. Tests of paint made from this are far from thorough yet. Sufficient time has not elapsed, but the observations which have been made seem to show that for exterior work along the sea coast, paint made with this oil as one of the ingredients, is as good—no, rather better than paint made with linseed.

Menhaden oil is simply fish oil. The Menhaden is a little fish somewhat smaller than a herring and somewhat larger than a sardine. It is so exceedingly bony, and so exceedingly oily that it is practically useless for food. Yet it has a value and this is being recognized more and more

Menhaden oil has been used for some time, but when linseed became exceedingly expensive the manufacturers made a more earnest search for substitutes. Then some of the United States makers took to this oil. It had one great objection—the smell. Paint in which the oil had been used gave off an odor, which was inclined to make the building upon which it was applied, unpopular. Apart from the smell the oil seemed to be good, so the manufacturers set about determining the cause of the odor, to the end that they might discover a means of eliminating this.

What Caused the Odor.

The means of securing the Menhaden was to spread a great net and slowly drag this in, cornering hundreds of thousands of the little fish. This process was long. By the time the catch was brought out on shore, ready to be run through the crushers which would extract the oil, some of the fish would have putrified This putrification it was which gave the odor.

Therefore it became evident that the thing to do was to send the fish through the crushers in a fresh condition. Effort was made to draw in the nets more quickly. This had some effect. But still the process was fairly long. Some of the fish commenced to disintegrate, and the smell, while lessened, was not removed.

Reversing the System.

Then it was determined that the process had been wrong. That the proper thing was not to bring fish to the crushers, but to take the crushers to the fish. Large barges were used to carry the crushers. The nets were drawn to these barges, and the fish immediately run through them. It is said the result has been an oil which is quite sweet and void of offence to the most sensitive olfactory sense.

So much for the improvement in the oil. Now for its particular uses. The oil, it is thought, has a virtue all its own. It comes from salt water fish It served them to withstand the water, and it seems that it has a resistance which gives the paint in which it is used greater power to withstand the ravages of the damp sea winds, and of the brine ladened tempests Hardly sufficient time has elapsed since the oil was largely used to put this supposition to the proof. But such is the present opinion.

What For the Future.

Suppose this oil does fulfill the work which those who have experimented with it hope. What does that mean for the paint industry? It would seem that it will tend to relieve the world's shortage of linseed oil. If this fish oil is used in certain paints the natural result is that there will be more linseed oil for those high class paints which seem to demand this. However, this leaves the great growth of the paint industry out of the question. That growth will create a demand for oil which will more than offset the reduction caused by this substitution. Yet the more general use to which fish oil, soya bean oil, China wood oil and others are being put, is worth noticing. These materials are going to be closely connected with the future history of paint.

—⚙—

OPENING IN TRINIDAD.

Writing in the weekly issued by the department of Trade and Commerce, Edgar Tripp has this to say about Trinidad:

"A considerable demand exists for oils and paints, mostly supplied by the United Kingdom and the United States, and amounting to nearly £20,000. There is, therefore, much room for improvement even on the growing figures from Canada. Canadian paints are well spoken of, but they need pushing in the market."

—⚙—

Advertising Man Signs His Greatest Contract.

Montreal, Sept. 9.—L. R. Greene, advertising manager of the Sherwin-Williams Company of Canada last week signed his greatest contract, being united in marriage to Miss Lizzie, daughter of E. Fisher Chapin, of Geneva, Illinois. The couple will take an extended trip, but will be at their home, 70 Cedar Avenue, by October 1st.

Mr. Greene is known to a large number of hardware men both in Canada and the United States. He will have the congratulations of all.

Catalogues and Booklets

Jobber's Catalogue.

The Kennedy Hardware Co., Toronto, have issued their just complete illustrated catalogue. It contains 600 pages and covers the full range of hardware lines. Every article shown is described, priced and illustrated.

The compilation has been done with such skill that matter which would ordinarily have taken up 1,000 pages has been condensed into the 600 pages of the catalogue. An alphabetical and condensed index has been arranged to assist in speedily locating any desired article.

—⚙—

Gordon Bambridge, of Lewis Bros., Montreal, has been replacing Mr. Clarke in the eastern townships for the last few weeks. Mr. Clarke, however, is now back on his old field.

Step in with the Maple Leaf Fall Painting Campaign?

We are advertising to the consumer this fall—plans all laid now—to do Fall Painting? Why? Woodwork is drier—less daily rain—cool fall weather better than summer heat for new paint. You help our campaign along, because the successful results with M L Paint will help you with the local decorator and consumer. Have you a full stock of M L Paint, M L Elastilite, M L Floglaze, and M L Flat Wall Color?

IT HELPS YOU!

Our line carries with it our help in selling as well as the high quality in all our products that helps you. Every cent's worth is sold by retailers. We turn over hundreds of dollars in business to our trade, opened up by us from correspondence started through our advertising.

If you do not carry our Maple Leaf Line,

WRITE US NOW

The Answer To The Paint Question

The Paint Question hinges on quality. Paint Service must be given by paint sold by the retailer. Poor paint hurts his sales. We know one **right** answer—handle the Maple Leaf Line. This M L Line has the quality in it that carries trade growth for the retailer. Backed by our Guarantee.

M.L. Paint

is the best and purest oil paint, ready mixed with high-grade pigments perfectly ground. Good covering power — high protective and lasting power — handy size tins for local trade of every class.

M.L. Floglaze

is hard, weather-proof and wear-proof. A ready-to-use finish for floors, wainscotings, implements, furniture, buggies, etc., indoors and outdors. No limit to its uses. Easy to apply. Send for cards.

M.L. Flat Wall Colors

An excellent finish for plaster interiors. Easily applied. Many shades. Shows no brush marks. Flat finish. Can be washed. Helps the retailer sell material for interior decoration.

DECORATIVE AID TO HELP YOU GET BUSINESS

This department gives dealers free help in color schemes, with stencils for sale, etc. It also turns over local business to dealers, helping their sales. Questions answered about paint problems. All help free to M. L. Retailers. Color Cards, Samples, etc., free to Retailers. Write now. Help to push Fall Painting.

IMPERIAL VARNISH & COLOR CO., Limited
TORONTO (6-24 Morse St.)

401 Winnipeg Branch: 108 Princess St. Vancouver Branch: 365 Water St.

TOO GOOD TO KEEP

On August 31st (the anniversary of the establishment of our business in Canada) we sent a letter to all "High Standard" dealers asking for their frank opinion of the "High Standard" proposition and enquiring if the taking on of the "High Standard" line had been conducive to the upbuilding of their paint business.

—and you should see the replies. No hardware man with red blood in his veins could help but be impressed on reading them. Some have doubled their paint sales, others tripled, and all express unanimous approval of the quality of the paint and the resultfulness of the advertising.

Space will not permit a reprint of the replies here, so we have gotten them up in convenient form for every progressive hardware man, who is interested in knowing how other dealers have greatly increased their Paint Business in one year.

Just ask for "A letter and many replies." Your copy is ready.

Lyon-Monkhouse
Limited
Salter and Flora Sts.
Winnipeg. Man.

Lowe Brothers LIMITED

TORONTO
Dayton New York
Kansas City
Boston Chicago

Weekly Market Report --- Paints

ADVANCES PENDING.

The paint and oil market has had much food for speculative thought during the past week. Attention has been focused on white lead and glass. Predictions are freely expressed that both commodities will be advanced and, in the case of the first at least, the advance is a practical certainty.

Business is reported to be very brisk.

MONTREAL.

Montreal, Sept. 12.—Friday of this week the local White Lead men convene. Then the question of a further advance in white lead will be considered. It seems, moreover, that another rise of at least 25c will be struck. Such a quick advance upon the recently fixed price is remarkable—at least it seems so at first. But it is the old case of a raw material advance making necessary an advance in the product.

There is a feeling among the manufacturers that it would be better for them if they could allow the lead prices to remain at their present level, but in view of the market condition of pig lead this seems well nigh impossible.

Lower Linseed.

While lead is likely to go up, one commodity shows the opposite tendency, that is linseed. During the past week it has dropped three cents, and though prediction is a dangerous thing, where linseed is concerned, there is some reason to believe that prices will go a little lower still.

Generally, business is remarkably good. It is so good, indeed, that manufacturers state spring has ceased to be their rush season. They are now rushed at least eight months in the year, and the other four months they are busy.

White Lead.—Since the last advance in this product, made a fortnight ago, pig lead has risen in price fully 65 cents. Is it any wonder, therefore, that there should be some talk of another rise in the product? It is said that the present upward movement may carry the price of lead to £30. If so, there will likely be a reaction, but this will hardly come for some time, and higher prices for white lead may be expected to obtain for a good while. What the action will be on Friday is, of course, a question. The likelihood, however, is that the price will be raised 25c. To make the figure commensurate with that being asked for pig lead the advance should be considerably greater.

Good Supply in the States.

Linseed Oil.—Following a drop last week, linseed oil is again quoted at a lower figure, the product now selling generally at .80 for raw, and .83 for boiled oil. Seed is coming through fairly well. Moreover, the general belief is that the United States crop will be large. Instead of a great amount of buying from that country, there will be perhaps, a little exportation. In other words, the six or seven million bushels Canadian surplus will have to go to England. The figures secured will hardly be as good as those paid last year, and therefore the price locally will be lower.

Turpentie.—Stocks at Savannah are quite sufficient. This market has been steady for a good while now.

Glass.—No further price changes have been made. There is still some fear that trouble in Belgium may make trouble for the handlers, but it seems that the present prices will obtain for some time. The supplies locally are generally good —a very fortunate thing for the demand is large.

A Scarcity of Whiting.

Putty.—Whiting has been scarce, and at this season, when the great demand for putty is being felt, such a scarcity is an exceedingly serious thing. But a good stock has come to hand this week and the grinders are turning out barrels of the material. The large amount of building now in progress is making the demand unusually large. Manufacturers expect to be kept busy for some time filling their orders for this material and for white lead.

TORONTO.

Toronto, Sept 12.—Business continues brisk and there is general satisfaction felt all around. It has been a splendid paint year and indications are that the fall trade will round it off in thorough style. Certainly, at the present time, dealers are ordering in large bulk and there seems every reason to suppose that this condition will continue.

The most noteworthy feature this week has been the tendency toward extreme firmness shown in glass. Big increases are hinted at; in fact, it seems inevitable that discounts will be materially reduced before long.

An Advance Expected.

White Lead.—It is taken for granted here that white lead will be advanced again by the end of the week. The situation in pig lead is such that a further stiffening in the price of white lead is accepted as inevitable. The result of the meeting of grinders is being awaited, therefore, with a feeling of certainty as to what that result will be.

Locally, there is a good volume of business being done. The supply is still rather too short for comfort.

Linseed Oil.—Linseed Oil is still quoted at 85 cents for raw and 88 cents for boiled. The future of oil is very uncertain. So many contradictory reports are heard as to the probable proportions of the flaxseed crop that it is impossible yet to fix an estimate with any degree of certainty. The bulk of the in formation is of an optimistic nature, however. The fact remains that English oil is still being quoted higher than the local price.

Turpentine.—The situation has not changed. Turpentine is still quoted by some at 65 cents. There is a good seasonable demand.

Advance Predicted.

Glass.—It is freely predicted that there will be advances in the price of window glass. "We expect that the discounts will be made 15 per cent. and 20 per cent. before the end of the week," said one man. "What is more, if the European levels are maintained, I do not see how we can avoid placing glass on the net list. Years ago we were selling glass net and it was not costing us as much then as it is now. The inference is obvious."

The demand for glass is growing rapidly but the fall rush has hardly yet started.

WINNIPEG.

Winnipeg, Sept. 11.—Jobbers report a very satisfactory sorting business in paints and oils and the retail trade is undoubtedly much larger in volume than at this time last year.

There is no further reduction to note in linseed oils, but from the marked weakness of flax futures a further drop in the near future is altogether probable. Turpentine has been unchanged on the local market for some time.

White lead prices are still very firm but the lead marked should by this time have settled and supplies in some measure caught up with production.

MAY ADVANCE.

Montreal, Sept. 13.—There is a report, apparently well founded, that the price of hatchets is to be advanced shortly. The rise, it is thought, will be about 5 per cent.

B-H "ENGLISH" PAINT

70% PURE WHITE LEAD – 30% PURE WHITE ZINC

100% PURE PAINT

Why Experiment when you don't have to?

You can settle the question of quality in paint for yourself and your customers at once and for all time, by handling a paint bearing a **formula guarantee** showing it is made on a white base of 70 per cent. pure white lead and 30 per cent. pure white zinc—100 per cent. pure paint.

This is the guarantee on every can of B-H "ENGLISH" Paint.

And all this large percentage of white lead is Brandram's B.B. Genuine—The standard of the world. We are in a position to use this large proportion of white lead because we are corroders and grinders of white lead—the only paint makers in Canada who corrode and grind white lead.

You recognize, and your customers recognize, that this guarantee formula means the highest grade of goods that can be made. It settles the question of quality—and **quality counts.**

Highest quality paint **brings customers,** brings them **back again**—and **their friends** with them.



Highest quality paint gives you confidence, and your clerks confidence, to go after business and to get business.

Write to-day for dealers' price list and data on the 1912 Fall Advertising Campaign back of B-H "English" Paint. Address our nearest office.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's, per lb..8 50 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c.; White Brass, 48c.; Metallic, 45c.; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Alluminoid, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c.; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co.—Magnolia, 25c.; Defender, 20c.; Mystic, 17c.; Koomie, 15c.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 50	2 60
Tubes, per 100 ft., 1½ in..	9 95	10 00
" " 2 "	8 65	8 70
" " 2½ "	11 00	11 00
" " 3 "	12 60	12 70
" " 3½ "	15 75	15 80
" " 4 "	20 20	20 30

BRASS.

Spring sheets, up to 20 gauge..	0 27
Rods, base ½ to 1 inch, round.	0 23
Tubing, seamless base, per lb..	0 26
Tubing, iron pipe size, 1 inch base	0 26

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.

Standard Compression work, 65 p.c.

High grade compression work, 60 p.c.

Cushion work, 55 per cent.

Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.

Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.

J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.

J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.

Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.
Casting ingot	$19 00
Cut lengths, round bars, ⅛ to 2 in.	27 00
Plain sheets, 14 oz., 14x48 inches, 14x60 inches	29 00
Copper sheet, tinned, 14x60, 14 oz.	30 00
Copper sheet, planished, 14x60, base	37 00
Brazier', insheets, 6x4	29 00

COPPER AND BRASS WIRE

Brass, 45 & 2½ p.c.; copper, 45 p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto
Canadian foundry, No. 1		19 50
Canadian foundry, No. 2..		19 00
Middlesboro, No. 3 pig iron	18 00	19 00
Summerlee, No. 2 pig iron	20 00	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles $ base	2 50	2 50
Common bar, per 100 lb.	1 90	2 05
Forged iron, per 100 lb.	2 05	2 20
Refined iron, per 100 lb.	2 15	2 30
Horseshoe iron, per 100 lb.	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

Cold Rolled Shafting.

9-16 to 11-16 inch		0 06
¾ to 1 7-16 inch		0 05½
1 7-16 to 3 inch		0 65

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal.	Toronto
10 gauge	2 50	2 60
12 gauge	2 40	2 65
14 gauge	2 30	2 45
17 gauge	2 30	2 55
18 gauge	2 30	2 55
20 gauge	2 30	2 55
22 gauge	2 35	2 65
24 gauge	2 35	2 65
26 gauge	2 45	2 75
28 gauge	2 50	2 90

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
20x28x80	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 gauge, per square	5 00
26 gauge, per square	3 85
28 gauge, per square	3 45

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best	Best
16-20	3 70	3 35	3 60	3 60	
22-24	3 75	3 40	3 65	3 65	
26	4 15	3 80	4 05	4 05	
28	4 35	4 00	4 25	4 25	

Colborne Crown—3.65, 3.70, 3.75, 4.00.

Less than case lots 10 cents per hd. extra.

"Comet" sheets—	
22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 gauge, American	3 85	3 50
28 gauge, (26 English)	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE

	List	Black	Galv.
¼-inch and ⅜ inch	$ 5 50	65 p.c.	50 p.c.
½ inch	8 50	70 p.c.	59 p.c.
¾ inch	11 50	74 p.c.	64 p.c.
1 inch	16 50	74 p.c.	64 p.c.
1¼ inch	22 50	74 p.c.	64 p.c.
1½ inch	27 00	74 p.c.	64 p.c.
2 inch	36 00	75½p.c.	65½p.c.
2½ inch	57 50	75½p.c.	65½p.c.
3 inch	75 50	75½p.c.	65½p.c.
3½ inch	95 00	74 p.c.	64 p.c.
4 inch	108 00	74 p.c.	64 p.c.

IRON PIPE FITTINGS

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 8 inch, 65 p.c., 7 and 8 in. pipe, 50 p.c.

Light pipe, 60, fittings, 70 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00.

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.

Flat rim enameled sinks, 15x24, $2; 18x30, $2.35; 18x36, $3.50.

HEATING APPARATUS

Hot Water Boilers—47 and 15 p.c.

Hot Water Radiators—45 and 15 p.c.

Steam Radiators—46 and 15 per cent.

Wall Radiators—40 and 15 per cent.

Specials—25 p.c.

OLD MATERIAL

Dealers' buying prices:

	Montreal	Toronto
Heavy ocpper and wire, lb.	0 11	0 11¼
Light copper bottoms	0 09	0 09¾
Heavy red brass	0 10	0 10¼
Heavy yellow brass	0 08	0 08¾
Light brass	0 06	0 06¼
Tea lead	0 02½	0 02¾
Heavy lead	0 02¾	0 02¾
Scrap zinc	0 03	0 04
No. 1 wrought iron	0 02	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08¾

LEAD.

	Montreal
Domestic (Trail) pig, 110 lbs.	6 50
Imported pig, per 100 lbs.	6 50
Bar pig, per 100 lbs.	6 75
Sheets, 2½ lb. sq. ft., by roll	6 75
Sheets, 3 to 6 lb., ft.	7 00

Cut sheets ½c per lb. extra.

Cut sheets to size, ¾c per lb. extra.

LEAD PIPE.

Lead pipe, 7½c. net list.

Lead waste pipe, 9c. net list.

Traps and bends, 40 per cent.

SOLDER.

	Per lb. Montreal.	Toronto
Bar, half-and-half, guarant'd	0 27½	0 27½
Wiping	0 24½	0 25

SHEET ZINC.

5-cwt. casks	8 25	8 00
Part casks	8 50	8 50

SPELTER.

Foreign, per 100 lb.	7 50	7 25

TIN AND TINPLATES.

Lamb and Flag and Straits—56 & 28-lb. ingots, 100 lbs. $56 00 $52 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—	
I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50
I. X., 14x20 base	5 50
I. X. X., 14x20 base	6 50

Bright Cokes

Bessemer Steel—	
I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne

Dean or J. G. Grade—	
I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
XX, 14x56, 50 sheet bxs.)	
XX, 14x60, 50 sheet bxs.)	7 00
XX, 14x65, 50 sheet bxs.)	

Tinned Sheets.

72x30 up to 24 gauge, case lots	8 00	7 35
72x30 up to 26 gauge, case lots		7 85

WIRE.

Annealed Cut Hay Baling Wire.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.

High Carbon, No. 9, $2.00 in cars.

Fine Steel Wire.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c.; oiling, 10c.; in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c.; in 1-lb. hanks, 25c.; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c.; packed in casks or cases, 15c.; bagging or papering, 10c.

Hay Wire in Coils.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

Galvanized Wire.

From stock, f.o.b. Montreal—100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55; 14, $3.15. In car lots straight or mixed.

Poultry Netting.

2-in. mesh, 19 w.g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

Poultry netting staples, 55 per cent.

Smooth Steel Wire.

No. 0-9 gauge, $2.25 base; No. 10 gauge, 5c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra. Add 60c for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c, spring wire $1.25, bright soft drawn 15c, charcoal (extra quality) $1.25, packed in casks or cases 15c, bagging and paperings 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles 25c, in 1-lb. hanks, 50c, in ½-lb. hanks, 75c., in ¼-lb. hanks, $1.

Wire Cloth.

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

Wire Fencing.

Galvanized barb		2 45
Galvanized, plain twist		2 75

Car lots and less.

Dominion special field fencing, 33 1-3 p.c. small lots; extra 5 p.c.

F.O.B. Montreal.

Wire Rope.

Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅝, $5, 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.

Galvanized	2 80
Plain	2 80

PAINTS, OILS AND GLASS.

Barn Paint.

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

Beeswax.

Per lb.	0 40

Chemicals.

In casks per lb.	
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 06
" flaked	0 06¼
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

Colors in Oil.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow, pure	0 15
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb. irons	0 06

Enamels.

Per gallon in quart tins.

	Per lb.
M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.

	Per lb.
French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" solder sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 13
" 100 flake	0 10 0 11

Perfection amber ground, No. 1230 0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c, ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	0 12
C	0 11

Paris Green.

	Montreal	Toronto
Drums, 50 and 100 lbs.	0 18¼	0 18¾
Packets, 1-lb., 100 in case	0 20½	0 20¾
" ½-lb. "	0 22½	0 22¾
Tins, 1-lb., 100 in case	0 21½	0 21¾

Paris White.

In bbls.	0 90

Pigments.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

Prepared Paints.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English"	2 00
Ramsay's paints, pure	1 70
Ramsay's paints, Thistle	1 40
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	
Jamieson's Crown and Anchor brand	1 60

Plaster of Paris.

Per barrel	0 30

Pine Tar.

Half-pint tins, per dozen	0 60

Putty.

	Standard
Bulk in casks	2 30
" 100-lb. drums	2 50
Bladders, in bbls.	2 80

Red Dry Lead.

Genuine, 560 lb. casks, per cwt	4 75	5 75
Genuine, 100 lb. kegs "	5 25	6 50
No. 1 casks, per 100 lbs.	4 25	4 25
No. 1 kegs, per 100 lbs.	4 75	4 75

Shingle Stains.

In 5-gallon buckets	0 75

Turpentine and Oil.

	Montreal	Toronto
Can. Prime white petroleum, gal.	0 14	0 13
U.S. Water white "	0 15½	0 14½
U.S. Pratt's astral "	0 19	0 16¼
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.		0 23½
Benzine, per gal, single bbls		0 21½
Pure turpentine, single bbls	0 65	0 63
Wood Turpentine		0 60
Turpentine, second run		0 60
Linseed Oil " Raw	0 89	0 85
" " boiled	0 83	0 88

Rosin, "G" grade, bbl. lots, 100 lbs. 3 25

Varnishes.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 20
" No. 1		0 95
" Union		0 90
Light oil finish		1 35
Gold size japan		2 00
Turps, brown japan		1 60
No. 1 brown japan		1 10
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 75



Hundreds of satisfied "**MIN**ERVA" Agents testify to the quality of **MINERVA PAINTS,** the famous British Brand, and to the increased profitable business created by our forceful, energetic help in direct support of their business. It's time you looked into the **MINERVA PROPOSITION**—it's profitable.

Ask any Minerva Agent. Names furnished on request

Pinchin, Johnson & Co. (Canada), Limited

377-387 Carlaw Avenue - - Toronto
128 Princess Street - - - Winnipeg

DISTRIBUTORS AT CONVENIENT SHIPPING POINTS

REGINA—Peart Bros. Hardware Co., Ltd., Distributors for Southern Saskatchewan.

SASKATOON—The Saskatoon Hardware Co., Ltd., Distributors for Northern Saskatchewan.

CALGARY—The Western Supply & Equipment Co., Ltd., Distributors for Southern Alberta.

EDMONTON—The Western Supply & Equipment Co., Ltd., Distributors for Northern Alberta.

VANCOUVER—Wm. N. O'Neil Co., Limited, Distributors for British Columbia.

LETHBRIDGE—The Western Supply & Equipment Co.

HOW ABOUT YOUR PAINT OIL DEPARTMENT?

If you could find a way to increase the profits in your paint oil department you would at least investigate it, wouldn't you? Then why not take the time NOW to increase your paint oil profit by investigating the

BOWSER PAINT OIL SYSTEM

We have installed systems for many of your fellow merchants—it pays them—it will pay you.

You can get one outfit or a dozen, just as your requirements demand. You don't have to invest much money but you get enormous returns.

The Bowser not only prevents all waste and over-measure, but it gives your store tone and attractiveness. It draws trade because you can give better service and cleaner oil. The pumps measure the oil directly into the customer's can—no measures nor funnels. It computes the charge and counts the gallons.

Send a card to-day for free book No. 15.

S. F. BOWSER & COMPANY, INC., TORONTO

66-68 FRASER AVENUE

For Twenty-seven Years Manufacturers of Self-measuring Pumps, Gasoline and Oil Storage Systems, Dry Cleaning Systems, etc.

Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish.	2 50
Canada Paint Co.'s sun varnish.	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Ltd. "Gold Medal," in cases	2 25
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 65
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	6 00
Pure white shellac varnish, in barrels	1 75
Pure orange shellac varnish, in barrels	1 60
No. 1 orange shellac varnish, in barrels	1 30

Window Glass.

Size United Inches.	Star	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 20 and 25 p.c.
Montreal prices, no discount.

Size United Inches	Star
Under 26	$ 3 25
26 to 40	3 45
41 to 50	3 85
51 to 60	4 10
61 to 70	4 35

White Lead Ground in Oil.

	Montreal Per 100 lbs.	Toronto
"Anchor," pure	8 00	8 20
Brandram's B.B. Genuine.	9 00	9 20
C.P.C. decorators, pure	8 00	8 05
Crown and Anchor, pure.	8 00	9 20
Elephant, Genuine	8 25	8 45
Essex, Genuine (Windsor).	....	7 80
Island City Decorators' pure	8 00	8 20
Lily Pure	8 00	8 20
Moore's Pure White Lead.	....	8 20
Monarch (Windsor)	....	8 30
Munro's Select Flake White	8 25	8 45
Purity, C.O. Co.'s, Ltd.	....	7 90
Ramsay's Pure Lead	8 00	8 20
Ramsay's Exterior	7 80	7 95
Sterling Pure	....	8 20
Tiger Pure	8 00	8 20

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

White Zinc (Dry)

Extra Red Seal, V.M.	0 07½

White Zinc in Oil.

Pure, in 25-lb. irons	0 10
No. 1 " "	0 07
No. 2 " "	0 06½

Whiting.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE.

Adzes.

Carpenters', per doz.	12 50	14 00
Plain ship "	18 00	22 00

Axles and Hatchets.

Single bit, per doz.	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	5 00
Barrell hatchets	5 50	6 85

Anvils.

Buckworth, per lb.	0 10¼

Ammunition.

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust, $10.00 per 100 lbs., net list; cash discount, 2 per cent. 30 days; net extra as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

Augers and Bits.

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40

Jennings' Gen. auger, net list.
Tobin High Speed Bits, 50 and 10.
Tobin Never Choke, 60 and 10.

Barn Door Hangers.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 00
Double strap hangers, dozen sets	....	6 50
Standard jointed hangers, dozen sets	....	6 45
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	6 50
Sovereign	....	7 25

Chicago Friction, Oscillating and Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.). 3 25

Barn Door Latches.

Challenge, dozen 2 25
Defiance, dozen 2 75
Gem, dozen 7 50

Bells.

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

Belting.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10.
Agricultural, not wider than 4 in., 75 per cent.
Lace leather, per side, 80c; cut laces, 85c.

Bird Cages.

Brass and Japanned, 40 p.c.

Bolts and Nuts. Per cent.

Carriage Bolts, common, new, $1 list.
Carriage Bolts, ⅝ and smaller 70
Carriage Bolts, 7-16 and up
Carriage Bolts, Norway Iron ($3 list) 60
Machine Bolts, ⅝ and less.. 60, 10 & 10
Machine Bolts, 7-16 and up.. 60
Plough Bolts 55, 5 & 10
Blank Bolts 60
Bolt Ends 60
Sleigh Shoe Bolts, ⅝ and less 60 and 10
Sleigh Shoe Bolts, 7-16 and larger 55 and 05
Coach Screw, new list 7
Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 6½ to 8c.
Stove Bolts, 80.

Building Paper, etc.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 37
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2 "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain and tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs.	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32" & 60", per 100 lb.	3 00
2 Ply Ready Roofing, per sq.	0 70
3 Ply Ready Roofing, per sq.	0 95
2 Ply complete, per roll	1 15
3 Ply complete, per roll	1 35
Liquid Roofing Cement, bris., per gal.	0 15
Liquid tins Cement	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb.	0 06
Nails, per lb.	0 05
Mop cotton, per lb.	0 15

Butts.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 per cent.

Cement and Firebrick.

Canadian Portland, bags, per bbl.	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement, in wood.	....	3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton	....	5 50

Chalk and Pencils.

Carpenters Colored, per gross	0 65	0 80
" lead pencils, p. gr	2 40	5 75

Chisels.

Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

Chain.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

Churns.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

Clamps.

Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

Conductor Pipe.

2 inch, in 10 foot lengths	3 30
3 " " "	4 00
4 " " "	5 28
5 " " "	7 26
6 " " "	8 80

Cotter Pins.

Cotter pins, 90 p.c. Montreal.

Copper and Nickel Ware.

Copper boilors, kettles, 60 and 5 p.c.
Copper tea and coffee pots, 40 & 5 p.c.
Copper pitts, 30 and 5 p.c.
Foundry goods, hollow ware, 45 p.c.

Door Knobs.

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

Door Sets.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

Door Hangers (Parlor)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

Door Springs.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

Draw Knives.

Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80

Drills.

Bit stock drills, 2-32 in., doz.	0 67

Escutcheon Pins.

Steel, discount 50 per cent.
Brass, 55 per cent.

Eavetroughs.

8 inch in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 60
15 " " "	5 25

Add extra 10c per 100 ft. O.G. Round Bead Trough.

Factory Milk Cans.

Milk cans and pails, 35 p.c.
Hand delivery and creamery cans, 40 p.c.
Railways cans, 45 p.c.
Cream cans, 40 p.c.
Creamery trimmings, 75 and 12½ p.c.

Faucets.

Common, cork-lined, 35 per cent

Farrier Knives.

Buckworth, 50 p.c.

Files and Rasps. Per cent.

Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62 2-3
Jowett's (English list)	27½
Spear & Jackson (English list)	35

Forges.

Blacksmiths portable, 135 lbs. 9 85

Galvanized Ware.

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

Grindstones.

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

Hammers.

Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 06
Sledge, Masons, 5 lbs. and over.	0 08
Sledge, Napping, up to 2 lbs.	0 09

Harvest Tools.

50 and 5 per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

Halters (Snap and Ring).

Jute Rope, ⅝-inch, per gross	8 00
" " ½-inch, per gross	10 50
" " ⅝-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1¼-inch, per doz.	5 20
Web	2 45

Sisal Halters (Snap and Ring).

⅝-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

Hinges.

Blind, discount 50 per cent.

Heavy T and strap, 4-in., 100 lb. net	7 25
Heavy T and strap, 5-in., 100 lb. net	7 00
Heavy T and strap, 6-in., 100 lb. net	6 75
Heavy T and strap, 8-in., 100 lb. net	6 50
Heavy T and strap, 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 in., per 100 lb. 4 00
over 12 in., per 100 lb. 3 50
Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

Hinges (Spring)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 128, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro., $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

Hooks.

Wrought iron hooks and staples—
¼ x 5, per gross 2 25
5-16 x 5, per gross 3 40
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 & 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

Horse Nails.

M.R.M. cold forged process list, 10th January, 1912.

Size	Length	Price per 25-lb. box.
Nos. 3	1⅝-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2¼	3 10
7	2 5-16	2 90
8	2¼	2 75
9	2 11-16	2 60
10	2¾	2 50
11	3 1-16	2 45
12	3¼	2 45

Horseshoes.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $4.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.80; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.80 per box. Put up in 25-lb. boxes.

Horse Weights.

Taylor-Forbes, 4½c.

Ice Cream Freezers.

White Mountain, 5c per lb.

Knives.

Hay knives, net list.
Clauss, 50 and 25 per cent.

Kitchen Enameled Ware.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial, and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 40 per cent.

Kitchen Sundries.

Asbestos mats, 50 p.c.		
Can openers, per doz.	0 60	0 75
Mincing knives, per doz.	0 80	0 90
Potato mashers, wire, per doz.	0 60	0 70
" wood, per doz.	0 80	0 80
Vegetable slicers, per doz.	....	2 25
Universal meat chopper, No. 1	....	1 15
Enterprise chopper, each	....	1 30

Spiders and fry pans, 50 and 5 per cent.

Star A1 chopper, 5 to 32	1 35	4 10
" " 100 to 135	1 35	2 00
Kitchen hooks, bright	....	0 60

Toasters, 50 per cent.
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

Ladders.

3 to 6 feet, 12c per foot; 7 to 1 ft., 15c. Extension ladders, 15c per foot up.

Lanterns.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast, per doz. 6 75
Lift Tubular and Hinge Plain, per doz. 5 00
Japanning, 50c per dozen extra.
Prism globes, per dozen, $1.30.
Lamp wick, 50 per cent.

Lawn Hose.

Competition grade lawn hose, 70 and 5.

Lawn Mowers.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25; 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

Locks and Keys.

Canadian, 45 and 10 per cent.

"Ready" Roofing and "Black Diamond" Tarred Felt



"Cyclone" and "Joliette" Building Papers

Every progressive dealer should sell these products. They produce a good profit, and are guaranteed to give perfect satisfaction.
They can be easily laid by an inexperienced hand.
Do not restock this kind of goods till you communicate with us and get full particulars. It will pay you.
We also manufacture a complete line of high grade **Wrapping Paper**, which sells at a low price.

Write to-day.

ALEX. McARTHUR & CO., Ltd., 82 McGILL STREET, MONTREAL
F. J. COX, Winnipeg, - Western Agent

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

The High Quality of Our HEINISCH TINNER SNIPS

has made them the tinners' favorites. This quality is due to the great care taken in selecting materials and the tempering which is done by experts.
The "Vulcan" Snip is designed especially for cutting curves, all irregular shapes, cornice work and small circles down to 3 inches in diameter.

The "VULCAN"



Recommend them to your customers—we guarantee the highest satisfaction. **Get them from your jobber.**

R. Heinisch's Sons Company
Newark, N.J., U.S.A.

TAILORS' SHEARS TRIMMERS' SCISSORS



The Quality is the Highest

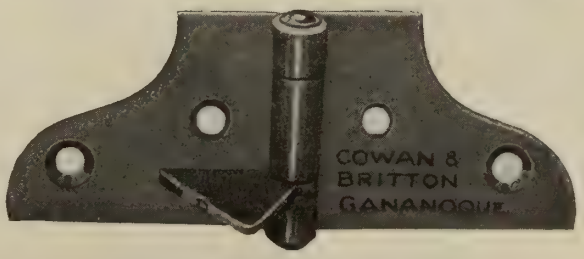
Our products are made from the choicest metals, by improved machinery and by long experienced workmen. **Absolutely guaranteed** to give satisfaction.

Write for samples and prices.

COWAN & BRITTON
GANANOQUE, ONT.

If You Want Big Profits Sell Our Lines of

Hinges, Butts, Hasps, Etc.



WASHING MACHINE HINGE

HARDWARE AND METAL

Lumbermen's Supplies.

Cant hooks, dozen, from 12 00
Axes, dozen, from 6 50
Axe handles, dozen, from 1 15
Cross cut saws, per foot 0 25 0 43
Axe wedges, dozen 0 25
Bail and heel calks 4 00 4 25

Mallets.

Tinsmiths', 2½x5½ in., per doz.. 1 25
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 8, oak, per doz.... 15 00

Mats.

Wire door mats, standard, 16x24, doz. 9 00

Metal Polish.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in pkge 6 50

Miners Supplies.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lb., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

Mops and Ironing Boards.

Mops, per doz. 1 20 1 50
Folding ironing boards 16 25 18 00

Nails.

	Wire
1—1½ inch	3 30
1¼ inch	3 00
1½—1¾ inch	2 75
2—2¼ inch	2 65
2½—2¾ inch	2 50
3—3¼ inch	2 45
3½—4 inch	2 40
4½ inch	2 35
5, 5½, 6 inch (base)	2 30

Cut nails—Montreal, $2.50; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

Oakum.

Plumbers....per 100 lb. 4 50

Oilers.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen..... 10 00
Davidson oilers, 40 per cent.
¼inc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

Plated Goods.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 10; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

Pieced Ware.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

Planes.

Wood bench, Canadian, 40, American, 25 per cent.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

Pliers and Nippers.

Button's genuine, 37½ to 40 per cent.

Plough Lines.

Russian snap .....per gross 30 00
Indian snap ..... " 25 00

Pumps.

Berg's wing pump, 75 per cent.

Razors.

	per doz.
Boker's	7 50 11 00
Boker's King Cutter	15 00
Henckel's	7 50 20 00
Gillette Safety, each	3 75

Star Safety Razor, 33 1-3 p.c.

Rope and Twine.

Sisal rope	0 09¾
Pure Manilla Rope	0 14½
"British" Manila	0 11
Cotton, 3-16 inch and larger.....	0 24

Russia Deep Sea line, ¼ in. diam. and over, 17; under ¼ in., 18.
Jute, ⅜ and upwards, 10c; under ⅜, 10½c.

Lath yarn, single	0 09
Lath yarn, double	0 08½
Sisel bed cord, 48 feet, per doz..	0 65
Sisel bed cord, 60 feet, per doz.	0 80
Sisel bed cord, 72 feet, per doz.	0 95

Cotton clothes line, 18 per cent. off.

Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine...	0 26
" " 4-ply twine...	0 30
Mattress twine, per lb.	0 45
Staging " "	0 35

Refrigerators.

Sanderson-Harold, 40 per cent.
Galvanized, 45 per cent.

Rivets and Burrs.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 7½ per cent.
Copper Burrs only, 22½ per cent.
Extras on Coppered Rivets, ½-lb. packages 1c per lb.; ¾-lb. pkgs., 2c lb.
Tinned Rivets, net extra, 3c per lb.
Coppered Rivets, net extra, 2½c per lb.

Rivet Sets.

Canadian, 35 to 37½ per cent.

Rules.

Boxwood, No. 68, 2 foot, doz.....	1 15
Ivory, No. 1282, 2 foot, each	3 50

Sad Irons.

Mrs. Potts, No. 55, polished, per set	0 80
Mrs. Potts, No. 50, nickel-plated, per set	0 85
Mrs. Potts, handles, japanned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

Sand and Emery Paper.

Sand and emery paper, 40 per cent.

Sash Weights.

Sectional, 1 lb. each, per 100 lb...	2 25
Sectional, ½ lb., each, per 100 lbs	2 40
Solid, 3 to 30 lbs.	1 55

Sash Cord.

No. 8, per lb. 0 33

Saws.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

Saw Sets.

Canadian discount, 40 per cent.

Screen Doors and Windows

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

Scales.

Gurney Standard, 35; Champion, 50 per cent.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45, Weigh Beams, 30.

Scythe Snaths.

Canadian, 40 per cent.

Screws.

	Per cent.
Wood F.H., bright and steel...85 10 12½	
" R.H., bright 80 10 12½	
" F.H., brass 75 10 12½	
" R.H., brass 70 10 12½	
" F.H., bronze 70 10 12½	
" R.H., bronze 65 10 12½	
Drive screws 85 10 12½	
Set, case hardened 60	
Square cap ..... 50 and 05	
Hexagon cap 45	
Bench, wood, per doz. $5 00	
" iron, per doz. 4 25	

Screws (Machine).

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 p.c.

Screw Drivers.

Sargent's, per dozen 0 65 1 00
North Bros., No. 30, per doz. 16 80

Scissors and Shears.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

Shelf Brackets.

No. 140, 65 and 10 per cent.

Skates and Hockey Sticks.

Starr skates, 37½ per cent.
Boker, hockey, 30c upwards; spring
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.00, $6.00.
Pucks, net, $1.50.

Shovels and Spades.

Canadian No. 1 grade, 60 and 2½ p.c. off; No. 2 grade, 55 and 2½ p.c. off; No. 4 grade, 45 and 5 p.c. off.
Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ per cent.

Scoops.

Grade 1, 2, 3, 50 and 5 per cent. off.
Grade 4, 50 per cent. off.

Squares.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

Snaps.

Harness, 25 per cent.

Soldering Irons.

Base, per lb., 28 cents.

Stamped Ware.

Plain, 75 and 12½ per cent.
Retinned, 75 and 5 per cent.
Tinners' trimmings, 75 and 5 p.c.

Sap Spouts.

Bronzed iron with hooks, per 1,000 7 50
Eureka tinned steel, hooks, per 1,000 ..... 8 00

Staples.

Poultry netting, 100 lbs. 3 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 0 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

Stable Fittings.

Dennis Wire & Iron Co., 33 1-3 p.c.

Stove Boards.

Lithographed, 60 and 10.

Stovepipes.

5 and 6 inch, per 100 lengths.....	7 62
7 inch, per 100 lengths	8 18

Nestable, 40 per cent.

Stovepipe Elbows.

5 and 6-inch, common, per doz... 1 22
7-inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, 70 per cent.

Stocks and Dies.

No. 20 Beaver Die Stock 18 75

Stones—Oil and Scythe.

Washita .....per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	....	0 18
Deer Creek	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 42
Arkansas	"	....	1 50
Water-of-Ayr ..... "	....	0 18
Scythe .....per gross	3 50	5 00

Tacks, Brads, Etc.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

Tape Lines.

Universal, ass skin, No. 714, 66 ft., doz.	3 80
Lufkins, linen, No. 404, 66 ft., ea.	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. each	1 10
Chesterman's Metallic, No. 1821..	1 95
" Steel, No. 1340, 50 ft..	

Trowels.

Disston's, 10 per cent.

Thermometers.

Tin case and dairy, 75 to 75 and 10 p.c.

Tinners' Snips.

Discount 35 per cent.

Tinners' Trimmings.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

Traps (Steel Game).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

Traps (Rat and Mouse)

	Doz.
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

Vises.

Per pound	0 12 0 12¾
Hinged pipe vise, 25 lbs....	3 55
Saw vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

Washing Machines.

New Ontario	41 25
Round, re-acting, per doz.	51 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer...	180 00

20 per cent.

Wringers.

Royal Canadian, 11 in., doz.	47 75
Eze, 10 in., per doz.	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

Wheelbarrows.

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

Whiffletrees.

Tubular steel whiffletrees, 28 in...	0 70
" " " 34 in...	1 00
" " " 36 in...	1 25
" " neckyokes, 36 in....	1 05
" " doubletrees, 40 in..	0 95
" " lumbermens, 44 in..	1 15

Wood Handles.

Second growth ash fork, hoe, rake and shovel handles, 40 per cent.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Carriage neckyokes and whiffletrees, ash 35, hickory, 40 per cent.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 per cent.
All other ash goods, 40 per cent.
All hickory, maple and oak goods, 35 per cent.

Wrenches.

Agricultural, 67½ per cent.

Wrought Iron Washers.

Canadian, 50 per cent.

WINNIPEG HARDWARE QUOTATIONS.

Ax Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

Augur Bits—"Irwin" bits, 47½; other lines, 70 and 10 per cent.

Barb Wire—Lyman 4 pt., $1.86 f.o.b. Fort William; $2.26 per spool of 80 rods f.o.b. Winnipeg; Guidden 2 pt., $1.74 f.o.b. Fort William; $2.12 per spool of 80 rods f.o.b. Winnipeg; Baker 2 pt., $1.73 f.o.b. Winnipeg; Waukegan 2 pt., $1.74 f.o.b. Fort William; $2.12 per spool f.o.b. Winnipeg; Alberta 2 pt., $1.73 f.o.b. Fort William, $2.06 per spool f.o.b. Winnipeg; American special, 2 pt., $1.45 f.o.b. Fort William; $1.73 per spool f.o.b. Winnipeg; plain twist, $2.80 f.o.b. Fort William, $3.20 per 100 lb., f.o.b. Winnipeg; coil spring wire, No. 9, $2.07 per 100 lbs., Fort William; $2.50 at Winnipeg.

Bolts—Carriage, ⅝ and smaller, 65; 7-16 and larger, 55; machine, ⅝ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3 small lots, 2½; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—$3.25 per keg base. Wire nails, base, $2.80 Winnipeg; $2.36 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.
Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates—Half-polish, 6 and 7-inch, $3.50; 8-inch, $3.75; full polish, 6 and 7-inch, $4.35; 8-inch, $4.69.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

Galvanized iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾ oz., $4.80; Queen's Head, 20, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware—37½ per cent.
Grindstones—Per 100 lb., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

Harvest Tools—60, 5 and 5 per cent.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe—Black, per 100 feet: ¼ inch, $2.35; ⅜ inch, $2.40; ½, $3.25; ¾, $3.80; 1 inch, $5.55; 1¼, $7.55; 1½, $9.00; 2, $11.40; 2½, $18.25; 3, $24.00; 3½, $31.50; 4, $36.00; 5, $45.45; 6, $58.90.

Galvanized pipe—½ inch, $4.30; ¾, $5.15; 1 inch, $7.70; 1¼, $10.00; 1½, $12.00; 2 inch, $15.50; 2½, $25.80.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $6.

Poultry Netting—67½ per cent.

Pig Lead—$8. Lead Pipe—Full coil, $7.25 per cwt.; cut coil, $8.25 per cwt.

Lead Waste—$7.00.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 9¼c; Pure Manila, 13¾c; British Manila, 10¼c; lath yarn, 9c.

Staples—Bright wire, $2.50 f.o.b. Fort William; $2.90, Winnipeg.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ per cent.; No. 3, No. 4, 50 and 2½ per cent.; No. 1 scoops, 50 and 5 per cent.; all other grades, 45 and 5 per cent.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $32 per cwt.

Screws—Bright iron round head, 80 and 10 p.c.; flat head, 85 and 10 per cent.; round head, brass, 70 and 10 per cent.; flat head, brass, 75 and 10 per cent.; coach, 65 per cent.

Staples—Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

Linseed Oil—Raw, per gal., $1.00; boiled, per gal., $1.03.

Turpentine—1 per gal., barrel lots, 80c.

Dry Colors—White lead in ton lots, decorators' pure, $8.75; decorators' special, $7.75; in small lots advance price 25 cents per cwt.; red lead, kegs, $6.50; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3c, 3½c; English purple oxides, in casks, 3½c; less quantities, 4c per lb.

Putty—Casks, $2.90 per cwt.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

Paris Green—22 cents per 112-lb.
Paris Green—21½ cents per 112-lb.

ARE YOUR CUSTOMERS EDUCATED

to the advantages of "FALL PAINTING?"

The fine cool days of September and October are ideal for Painting and better results are obtained than if the work is done in the spring, with its flies, dust and changeable weather.

Point this out to your customers.

Point out also that

JAMIESON'S

PURE PREPARED PAINTS and VARNISHES

Brands:
CROWN AND ANCHOR
ISLAND CITY
RAINBOW

give results that are second to none. They are sold at a reasonable price and they have our reputation and guarantee behind them.

A Better Paint Has Not Been Made.

R. C. Jamieson & Co., Limited

ESTABLISHED 1858

Owning and Operating

P. D. Dods & Co., Limited

Montreal and Vancouver

MURESCO

30,000,000 POUNDS SOLD IN 1911

WHY?

BECAUSE

It covers more surface and covers it better with one coat than any other similar material on the market.

Of the nature of its ingredients it is highly sanitary.

It does not rub off, crack, peel, blister or show laps when properly applied.

It is so easily applied.

Every lot manufactured is carefully tested before shipping.

Send for Color Cards and Literature.

Benjamin Moore & Co., Limited

TORONTO NEW YORK CLEVELAND CHICAGO



CONTEST



Gold! Silver! Copper! Bills!

FREE

A GLASS JAR FULL!

Everyone Purchasing a Quart of

Silkstone Flat Wall Colors

is entitled to a guess as to the amount in the jar, and as many more guesses according to the amount purchased between September 1st and September 30th, four guesses to a gallon, etc.

Open to Everyone Except Employees of G. F. Stephens & Co., Limited

PROPOSITION TO DEALERS

We are putting on this contest in your interests. It will draw many people to your store to purchase Silkstone Flat Wall Colors. We are using space in Newspapers, Magazines, Farm Journals, etc., calling attention to this contest and we will refer all replies to you. You will be supplied with coupons to give away with each purchase of Silkstone, and the purchaser can mail their guesses direct to us.

You will also be furnished with exact size photos of this jar, particulars as to weight, etc., cards for your window and counter and other advertising matter.

Everything which makes it easy for you to handle the business will be done. Everything which will send the buyer to you will be done. Everything which will help you increase your paint sales and profits is being done.

STARTING SEPTEMBER 1st and ENDING SEPTEMBER 30th

The contest should open your Fall Paint Trade with a rush, should give you the chance to introduce yourselves as the paint people. Get in first and your opposition will never worry you.

A GUESS TO A QUART!!—FOUR TO A GALLON!!!



The Original Sealed Package to the Winner—Charges Prepaid

G. F. STEPHENS & CO.

LIMITED

WINNIPEG - CANADA

Branch at Calgary, Alta.



Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance:—
2c. per word first insertion.
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required

AGENCIES WANTED

EXCLUSIVE AGENCIES WANTED FOR hardware specialties. Territory of Western Canada, Great Lakes to Pacific Coast. Thoroughly and regularly covered by travellers. Correspondence from manufacturers solicited. H. S. & H. E. Mussett, 41 Scott Block, Winnipeg. (41)

FOR SALE

THIRTY SWISS RIFLES AT $2.35 EACH. Apply to The W. W. Chown Co., Limited, Belleville, Ont.

BUSINESS CHANCES

FOR SALE—HARDWARE AND TINSMITHING business, established 17 years, in a village in eastern Ontario. Good farming country. Good reasons for selling. Address Box 33, Williamstown, Ont. (37)

HARDWARE AND TINSMITHING BUSIness in Eastern Ontario city. Stock estimated $12,000 to $15,000. Apply Box 702, Hardware & Metal, Toronto. (37tf)

FOR SALE—WELL ESTABLISHED HARDware business in rapidly growing suburb of Montreal. Stock about $5,000. Satisfactory reasons for selling. Apply "Seller," care of Hardware and Metal, Montreal. (39)

THRIVING HARDWARE AND TINWARE business for sale—in County of Oxford. Stock and fixtures about $4,000; also dwelling and shop, $2,300. Health failing reason for selling. If wanting a good business, write George McLean, Otterville, Ont. (38)

HARDWARE FOR SALE IN SASK. TOWN—stock and fixtures $4,000; turnover $17,000 net; profit $2,700; best country, Canadian and American settlers. Cash or good city real estate or farm lands for all. Property on lease. Box 699, Hardware and Metal, Toronto. (40)

WELL ESTABLISHED HARDWARE BUSIness—one of the best in north-west end of Toronto. Turnover about $1,500 monthly, and about $4,000 stock and a small rent. Reason for selling, met with an accident, and not able to look after business. Apply Box 701, Hardware & Metal, Toronto. (38)

THRIVING HARDWARE BUSINESS FOR sale, consisting of shelf and heavy hardware, stoves, etc. Located in central part of Ontario; three railroads; turnover $50,000; stock $10,000, which is being reduced. Excellent chance to buy at rate on dollar. Retiring from business. Box 618, Hardware and Metal, Toronto. (52tf)

HARDWARE BUSINESS FOR SALE — that flourishing and money-making hardware business of the late Chas. A. Purvis, in Webbwood, a going concern, with horses, drays and all appliances necessary for conducting a successful business. Stock estimated from $8,000 to $9,000. Store and storehouses can be bought or rented. This has been one of the best money-making hardware businesses in Ontario. Apply to James Purvis, Executor, Sudbury, Ont. (37)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 15 cents postpaid, or two sets for 25c while they last. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

WANTED

A GOOD SECOND-HAND SCREW CUTTING engine lathe, 14 in. x 6 ft. or larger, with all regular equipment, and state make and price. Address Morrisburg Tack Mfg. Co., Limited, Morrisburg, Ont. (37)

SITUATIONS WANTED

YOUNG MAN WITH 4 YEARS' EXPERIence in hardware—strictly temperate, and speaks both languages, wants position by Oct. 1st. Can furnish best of references. Box 700, Hardware & Metal, Toronto. (37)

TRAVELLER HAVING PROVED HIS ABILity by greatly increasing his firm's business in the territory covered and being an aggressive salesman wishes to secure a position with manufacturing concern. Box 668. Hardware and Metal, Toronto. 18—21t

SITUATIONS VACANT

WANTED—AT ONCE—HARDWARE CLERK, 3 or 4 years' experience. State age, experience and wages wanted. Apply W. H. Squair & Son, Gladstone, Man. (37)

WANTED — EXPERIENCED WHOLESALE hardware pricer at once; also one to learn hardware pricing. Both splendid openings, offering good training. Hardware & Metal, Winnipeg. (37)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED—HARDWARE CLERKS WITH A few years' experience. Must be capable of looking after stock and good salesmen, reliable, temperate and not afraid of work. Apply to The Wells Hardware Co., Ltd., Fort Frances, Ont. (38)

TRAVELLER WANTED — TO COVER Alberta and part of British Columbia, to sell enamelware, tinware, etc. Address Tin, 25 May St., Winnipeg, stating experience, salary expected. Must have A1 references. None other need apply. (37)

WANTED—MAN WITH EXPERIENCE IN hardware and advertising. Splendid prospects for one who can make good. In applying, give definite particulars regarding age, experience and salary required. Address Manager Hardware and Metal. (36)

IMPORTANT BRITISH COMPANY MANUfacturing high grade protective paints, enamels, varnishes and coatings, contractors to British Admiralty, and leading shipbuilders and engineers, desire to be represented in the Dominion. Director will be in Canada about September, and could interview persons or companies who might do business or take up agencies. Apply XX, care of Hardware & Metal, Montreal. (35)

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white card marked 25c, 50c, 75c, $1, $1.25, $1.50, $1.75, $2, $2.50, $3, $3.50, $5. Dozen in set, per set 25 cents postpaid. Technical Book Dept., 143 University Avenue, Toronto. (tf)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

Interested?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use
A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy,

No Other Paper Reaches
All These Men

RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,
1c. per word subsequent insertion,
5c. extra per insertion for box number if desired.

Hardware and Metal
MONTREAL TORONTO WINNIPEG

Look For This



Trade Mark

Then Buy The "White" Mop Wringer







WHITE MOP WRINGER CO.
FULTONVILLE, N.Y.



OAKEY'S
The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

"RUSSWIN"
BUILDERS' HARDWARE

We are jobbing agents for the famous "RUSSWIN" line of builders' hardware. Our stock contains the latest and most artistic designs on the market to-day. By selling "RUSSWIN" LOCK SETS you will be in the best position to get the CONTRACTORS' business in your town.

COAL CHUTES

Agents for Manitoba and Saskatchewan for the DOWN DRAFT COAL CHUTE. A large stock always on hand.

THE WINNIPEG PAINT AND GLASS CO. LIMITED
EVERYTHING FOR A BUILDING

WINNIPEG EDMONTON

New Era Paint
IS AN EXCELLENT STOCK PAINT

It stays in condition and when sold gives greater satisfaction than others.

Its surface-covering qualities are above the average and it wears splendidly.

The result is a steady and increasing demand for New Era Paints, which it will pay you to supply.

STANDARD PAINT & VARNISH CO., LTD.
WINDSOR, ONT.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper



Tie Up To
Ramsay's Profit Making Paints

because this means a satisfied customer with every sale and a steadily increasing paint trade because of this satisfaction. We know this from an experience of over seventy years, but we want you to be an agent and prove it to your own satisfaction and profit.

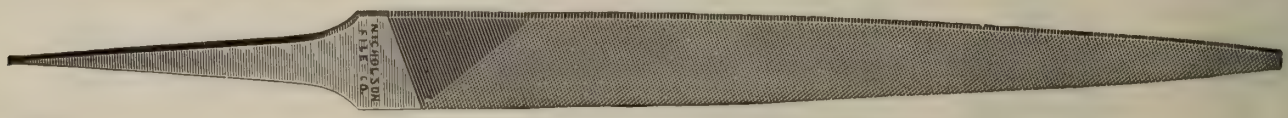
There isn't an article a painter needs that we cannot supply. It pays to be identified with such a complete line.

Write us about an agency.

A. Ramsay & Son Co., Montreal

Paint Makers Since '42

117



Special Steel--Special Methods
and Long Years of Experience

are the reasons why the files produced by the Nicholson File Co. are well known everywhere as the standard of file quality. These are the well-known factory brands made by the Nicholson File Company in Canada:

"AMERICAN" "ARCADE" "GREAT WESTERN" "GLOBE"
"EAGLE" "McCLELLAN" "KEARNEY & FOOT" "J. B. SMITH"

Sell these and you sell the best.

Nicholson File Co., - - Port Hope, Ont.





Throw on the Switch

A Sherwin-Williams Agent has tremendous energy at his disposal. He has only to "throw on the switch" to secure the power that will make sales, develop possibilities and overcome competition. This power is generated for him in the Sherwin-Williams Advertising Department. Special features and campaigns are being constantly planned to push his business.

But advertising power is only one of the advantages the S. W. Agent has. The strongest line of paints and varnishes in the world is another. Write to-day and let us tell you about our splendid proposition.



SHERWIN-WILLIAMS PAINTS & VARNISHES



Address all inquiries to *The Sherwin-Williams Co. of Canada, Limited*, Montreal, Toronto, Winnipeg, Vancouver.

The "RENFREW" Handy Two-Wheel TRUCK SCALE

"A Convenience and Protection for Farmers"

This is a scale that pays the dealer A VERY ATTRACTIVE PROFIT—a scale that is becoming more and more popular every day with farmers.

It is absolutely accurate and has many advantages over the common scale.

With this scale in his possession the farmer knows the exact weight of the products he is selling—he is armed against short weights.

The "RENFREW" TRUCK SCALES are GOVERNMENT TESTED and have been awarded their GOVERNMENT CERTIFICATE without question, and are backed by our WRITTEN GUARANTEE to be just as represented, and to give a long, reliable service. Capable of weighing anything from a single pound to 2000 pounds.

The "RENFREW" TRUCK SCALES are rigidly built and will stand all kinds of rough usage.

LET US SEND YOU ONE. Show it to every farmer who comes into the store, and see how many you can sell.

Write for Circulars and prices NOW.



Renfrew Scale Co.

RENFREW, ONT.

Sterling Prepared Paints

Are a Splendid Profit-Producing And Trade-Drawing Line

When you sell a customer a can of "**Sterling**" **Prepared Paint** you can rely upon receiving many more orders from him.

"**Sterling**" **Prepared Paints** have been time-tried and tested and have given perfect **satisfaction everywhere.**

If you are not selling them you will do yourself and your customers justice by starting **now.**

We make quick shipments. Every can is sold under an iron-clad guarantee.

Canadian Oil Companies, Limited, - Toronto

HALIFAX ST. JOHN MONTREAL QUEBEC WINNIPEG
CALGARY EDMONTON HAMILTON LONDON OTTAWA

PPQQ

The P's and Q's of the Paint Store Man

"If you would succeed you must mind your Ps and Qs."
"Quality" and "Profit" trip up too many business men.
They get profit too high, quality too low, and wonder what was wrong when the crash comes.



MARTIN-SENOUR PAINT 100% PURE

is a real business insurance. Its quality and a reasonable profit will make your business boom.
The dealers who know say so. Write today for the proof and our proposition to insure your business the same way.

THE MARTIN-SENOUR CO., Limited
Pioneers of Pure Paints
MONTREAL CHICAGO WINNIPEG LINCOLN

If Value Is a Consideration

with your customers, it is a certainty that you should stock

DOUGALL VARNISH

Made in the most up-to-date factory in Canada from only the finest materials, by expert workmen, it is a hundred cents' worth of value to the dollar.

All Dougall Varnish is properly aged, and every gallon is guaranteed.

Don't run any risks—your customers want value. Give them

"The Varnish That Lasts Longest."

The Dougall Varnish Company, Limited

305 MANUFACTURERS ST. J. S. N. DOUGALL, President
MONTREAL CANADA

Associated with Murphy Varnish Co., U.S.A.

TRADE MARK
KEYSTONE
BRAND
REGISTERED

Within the next few weeks every dealer will be interested in securing a supply of good Brooms. Let us suggest that you try the

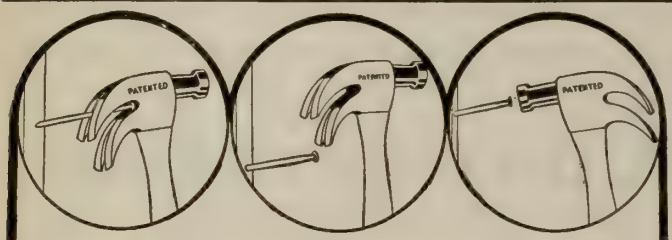
KEYSTONE BRAND

this season. **They are always reliable, always uniform in quality and always reasonable in price.**

We guarantee that you will have no kick from your customers if you sell our Brooms.

STEVENS-HEPNER CO., Ltd.

Port Elgin, Ont., Canada



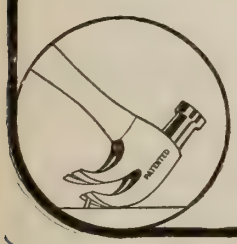
Strike **Lift** **Drive**

Double Claw Hammer

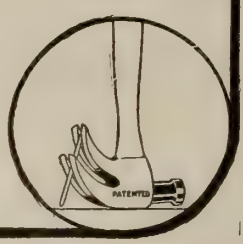
Nails Higher Without Strain. Worth ten times more than the Common Hammer, costs three times more to make. Spend a little more for the tool and Save Money.

Get it of your Canadian Jobber

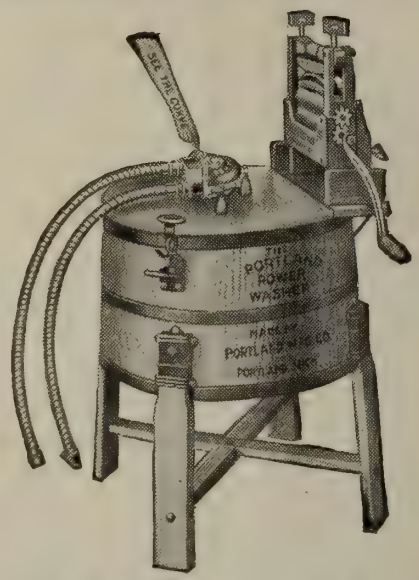
Start **Out**



Pulls the nail out straight without a block



FROM STOCK



Only 20 lbs. Pressure Required

The Supreme Test

The supreme test of a Washer's worth is the way the Washer washes. Try it out with the Dirty Shirt test. Take an unusually dirty but originally white shirt, run it through the Portland Water Power Washer, and you'll find that the shirt itself is not only perfectly clean (provided, of course, that the dirtiness of the shirt isn't due to paints, etc.), but that the neck and wrist bands too are spotless.

The Portland is a trouble-less washer—it relieves all washer worries.

Made complete in our own factories—washer, motor, and furniture finished tub.

If you're looking for a quality washer that's really worth while get after your hardware jobber, or write direct to us.

HENDERSON & RICHARDSON

Formerly J. A. HENDERSON

Board of Trade Building, MONTREAL

SOLE CANADIAN AGENTS FOR

PORTLAND MFG. CO., - Portland, Mich.

The Largest Manufacturers of Washing Machines in the World

BANNER
TRADE MARK.

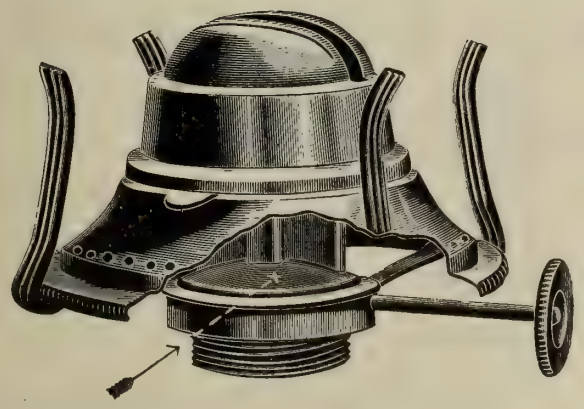
HAVE YOU ARRANGED

for your

Burner Requirements ?

Price of Brass is Daily Going Up!

"BANNER" Burners have not YET!!



Now is the time to get your Contracts in BEFORE prices advance!

BRANCHES:

56 Albert Street, Winnipeg.
30 St. Dizier Street, Montreal.

Ontario Lantern & Lamp Co., Limited
HAMILTON, ONTARIO

MAKE MORE MONEY



by featuring the line of varnishes that has made good the world over—

INTERNATIONAL
Varnish and Varnish Specialties

Sterling Quality is put into every "International" Can before the label is attached, and the dealer is assisted by our co-operation in the form of original and forceful selling helps.

Here are some of our leading lines that have been recognized as the standards of good quality for over 40 years:

ELASTICA — Floor Finish

FLATTINE — Finishes

LACQUERET — Household Lacquer

KLEARTONE — Stains

Satinette — White Enamel

Get details of our proposition.

K16

TORONTO INTERNATIONAL VARNISH CO. LIMITED WINNIPEG

Canadian Factory of STANDARD VARNISH WORKS

NEW YORK CHICAGO LONDON BERLIN BRUSSELS MELBOURNE

Largest in the world and first to establish definite standards of quality

"THERMO"

The Washer

Easy to Sell

That makes the Washday Bright



Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.

THE LONDON FOUNDRY CO., LTD., LONDON, CANADA

F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto; MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



Brockville, Ont., Jan. 23rd, 1910.
Messrs. J. W. Harris Mfg. Co., Ltd.,
129 Sanguinet St., Montreal.

Dear Sirs:

Enclosed you will find my cheque to cover account of the last of the many of your "J. W. Harris Rotary Ventilators," which I have installed here, and I have much pleasure in saying that in every case they have given perfect satisfaction.

Yours truly,
W. H. HARRISON.

Made by

The J. W. Harris Mfg. Co., Ltd.

Contractors

Montreal

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

Reynolds & Jackson

CALGARY, - CANADA

Prompt Shipments
Prices Right

MR DEALER.-

When you require anything in the Hardware Line, consult us. We carry only goods of intrinsic value, and **guarantee complete satisfaction.**

Our service is quick and efficient; all orders receive prompt attention and are carefully filled.

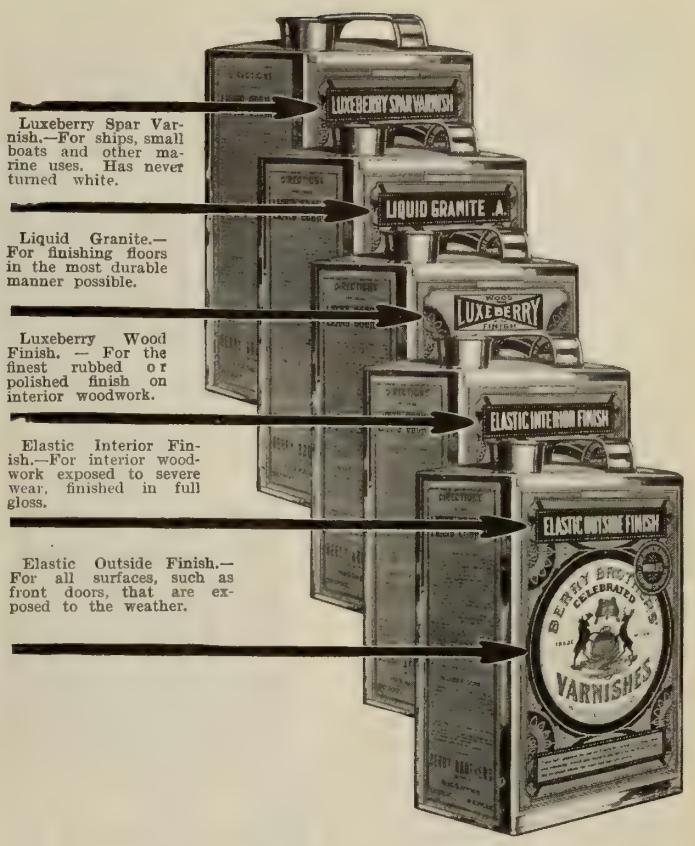
We have a reputation for square dealing and reasonable price.

Send us a trial order and judge for yourself.

MR. MANUFACTURER.-

If you have any dependable line that we do not carry would be pleased to get it in touch with you. Let us be your agents—you will find it very profitable.

Write us at once.



These Five and Many Others

THE best way to do a big varnish business at a good profit is to handle a representative stock of Berry Brothers' Celebrated Varnishes.

To handle one or two of our leaders is better than handling none at all.

But you'll never realize the full satisfaction of a good, substantial varnish trade until you make your varnish shelves "Berry Brothers" throughout.

From Shellacs, all the way through, Berry Brothers' Goods can supply your every need—with a quality, reliability and reputation that will do more for your varnish business than you can possibly get in any other single line, or by making your stock a miscellaneous collection of good, bad and indifferent makes.

Write us to-day about our new selling plan. It will interest you—make more money for you.

BERRY BROTHERS, Ltd.

The World's Largest Varnish Makers

WALKERVILLE - - ONTARIO



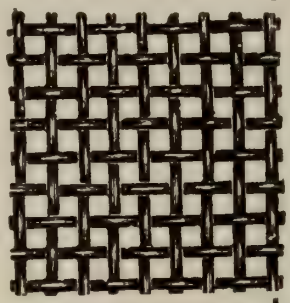
GOODS THAT LAST

WHEN YOU ARE IN THE MARKET FOR

Wire Cloth

Perforated Sheet Metals
General Wire and Iron Work

Consult us. We have goods that have a clean record, ensuring the buyer his money's worth and the dealer a good profit.



Do not hesitate about sending us your order or specify our goods when ordering through your Jobber.

Have you a copy of our new catalogue?

Canada Wire and Iron Goods Company
HAMILTON, ONT.

We Specialize in all kinds of Steel Cells, Steel Work, Etc., for Prisons, Jails and City Lockups.

Enthusiasm

To sell goods and make profit you must develop this quality. Home made goods always did make you feel that way. That is why so many hardwaremen throughout Western Canada are selling our

METAL CEILINGS, SHINGLES, SIDINGS AND CORRUGATED IRON

and making nice profits.
They have seen them made. They know they are right. They can get them in a hurry.
All these things will be at your service when you hook up with us.

WRITE TO-DAY.

Winnipeg Ceiling and Roofing Co.
P.O. Box 2186 H. Winnipeg, Man.

"Where Quality Counts"



Our Up-to-date Restaurant Urns

The quality and attractiveness of our URNS have put them in the foremost places in the finest Restaurants and Hotels in the country.

They are guaranteed to be satisfactory and bring the best results.

Our URNS are not expensive—you will have a quick seller and a reasonable profit.

Write for our proposition.

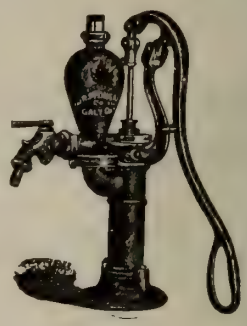
THE BUFFALO MFG. COMPANY
Buffalo, N.Y.

Canadian Representatives:
H. F. McIntosh & Co.,
28 Toronto St., Toronto

Make Money From Good Pumps---Profit

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The
R. McDougall Co., LIMITED
GALT, CANADA

LONDON
HIGH GRADE

Never Varies in Quality and Toughness

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

London Rolling Mill Co., Ltd.,
LONDON - - CANADA

Sales Agents, Ontario, Baines & Peckover, Toronto. Manitoba, Bissett & Loucks, Ltd., Winnipeg.

BAR IRON

Put the FORD to this test



Take an ordinary piece of wood, after starting the screw point, do not use any pressure on the brace. After the lip begins to cut, count the number of turns it requires to bore through the wood. Then do the same on the end grain of Hickory or any hard wood you wish.

Than try any other Bit you may have in these same ways.

The result will prove our claim that the Ford is the fastest boring, smoothest working and most accurate boring Bit yet produced. Give the FORD the above test.

and be convinced of its superiority

It is universally used by all progressive carpenters and electricians, and its almost phenomenal sale tells the story of its practicability for all kinds of work.

It bores almost twice as fast as the average bit in both hard and soft wood, wet or dry or even frozen. It is unexcelled for the finest, fussiest work.

No clogging, no turning off—a knot can't stop it, it is accurate to the fraction of an inch. The FORD is imitated but not equalled.

Write for our free catalogue E.

FORD AUGER BIT CO.,
Holyoke, Mass.

Makers of Auger Bits, Ship Augers, Car Bits and Boring Machines.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

FILES OF QUALITY

SPLENDID RESULTS

can be easily procured by selling the

Delta Special

It has been on the market for years and has become well and favorably known with most skilled mechanics.



TRADE MARK
DELTA

This mark is found on every genuine Delta. It is our guarantee of satisfaction or money refunded.

"DELTA" SPECIAL FILES

Files are made of S. and C. Wardlow's Finest English Steel, have deep teeth, uniform temper and give a long, economical service.

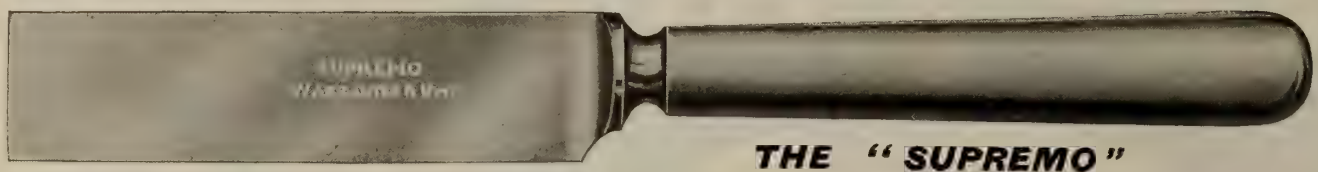
Let us send you one on trial. Put it to a comparative test and see which is the best—always the "Delta."

Write for full particulars and prices at once.

DELTA FILE WORKS
PHILADELPHIA, PA.

CANADIAN AGENTS:
H. S. Howland, Sons & Co., Toronto; Stark, Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax.

High Grade Cutlery—Electro-Plate and Solid Nickel-Silver Flatware



THE "SUPREMO"

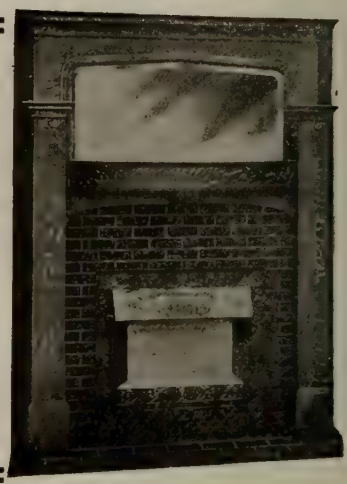
Our Supremo knife is made from high-grade Sheffield Steel, plated with full weight pure Silver and is finished in a very superior manner. Put up in neat rack boxes, containing 1-2 dozen and is a satisfactory line to handle profitably.

McGLASHAN, CLARKE CO., LIMITED - - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont. BENJ. ROGERS, Charlottetown, P.E.I.

Dealers!

HERE'S YOUR CHANCE TO MAKE A SPLASH.



This Mantel or any of our "70" different designs, fitted with our Electric Grate requires no chimney, therefore anyone building a house can have a Mantel complete for less than the actual cost of a chimney.

Write for the "dope"—Your contractors will fall for it.
Don't forget—We have the best line of Gas and Coal Grates in the country.

The Barton Netting Co., Limited

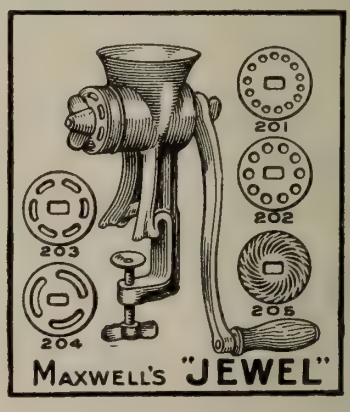
38 Ouelette Avenue, Windsor, Ont.

Our Motto—"QUALITY"

MAXWELL'S "JEWEL" FOOD CHOPPER

is a quick cutting, smooth working, thoroughly reliable Canadian-made Machine at a price which makes sales easy.

Made in four sizes, with full equipment of cutting plates for every class of work.



Write for Catalogue of Maxwell Food Cutters, Washers; Churns, etc., etc., to

DAVID MAXWELL & SONS
ST. MARY'S, ONT.

WARE MFG. CO. LTD.
OAKVILLE
PURE ALUMINIUM WARE
"WILL OUTWEAR ANY WARE"

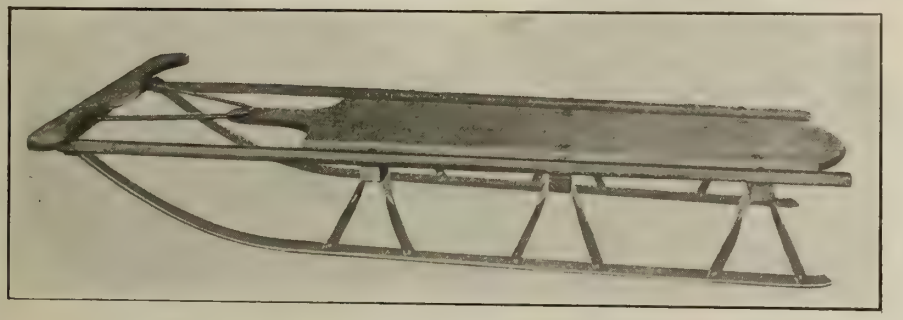
"OAKVILLE" PURE ALUMINIUM COOKING UTENSILS

Each article made from a single piece of Aluminium. No cracks or seams, will not scorch or burn. Heat passes through aluminium two or three times as fast as through tin or iron, cooking food more quickly. Highly polished finish, making excellent displays on shelves or windows. **Their fine appearance, backed by their finer quality, make them quick sellers.**

Our Guarantee—*If the goods are not satisfactory, return them at our expense and we will return your money, or credit your account.*

WRITE FOR TERMS AND FULL PARTICULARS. PROMPT SHIPMENT.

THE WARE MFG. CO., LIMITED, Offices: 220 King St. W., Toronto Factory at Oakville, Ont.



Order in advance lest you forget.

The Chatham Steering Coaster

Sell this Coaster and you give full value for money received.

Light, but very strong. Finely finished.

		Doz.
No. 25—2	bench, length 35 in.	List..$24.00
No. 35—3	bench, length 40 in.	List..$30.00
No. 45—4	bench, length 54 in.	List..$36.00

Less 50% off.

If your jobber cannot supply you, write us direct.

The Chatham Malleable and Steel Mfg. Co., - Chatham, Ont.

The "Hercules" Sticks Out—



It towers above the field of ordinary twist drills. Not only can it be run at high speeds, but it will take an extremely heavy feed. We claim "Hercules" High Speed Twist Drills will do your drilling at the lowest possible costs—and a trial will prove it.

Twisted while hot, from the latest, improved Vanadium High Speed Steel—the strongest and toughest drill ever made.

Fitted with regular taper shanks—no special sockets or chucks.

TRADE MARKS

W&B

The Whitman & Barnes Mfg. Co.

ESTABLISHED 1854

ST. CATHARINES - - ONTARIO

Stocks carried at Winnipeg and Montreal

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895

Special Grand Prize

GOLD MEDAL

Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

We have the finest machinery and every facility for producing best quality

WIRE NAILS AND STAPLES

These nails have perfect heads and points and we have taken special care in the drawing to obtain a regular gauge. Every keg is guaranteed to be full weight.

We also recommend our WIRE BALE TIES, and O and A WIRE as the best on the market.

Write at once for prices and full particulars.

THE LAIDLAW BALE-TIE CO., LIMITED HAMILTON

GEO.W.LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN Winnipeg, Man.





COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

Stanley Tools

STANLEY SCRAPERS and SCRAPER PLANES are made in a variety of styles and designs. They are fully guaranteed as to workmanship and material, and the assortment we make will enable you to meet the demand of all classes of trade.

Our Catalogue No. 34, an edition published for the use of the consumer, shows our full line of Scrapers, and should prove of interest to your tool-using customers.

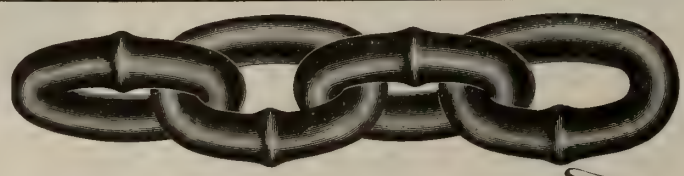
STANDARD THE WORLD OVER.

Stanley Rule & Level Co.

NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

McKinnon Electric-Welded Coil Chain



McKinnon Swell-Weld Coil Chain

25% More Weld = 25% More Strength = 25% More Wear

Perfect Stock + Perfect Welding = Perfect Product

MADE IN CANADA

See The Swell?

MADE BY

Sales Office: BUFFALO, N.Y.

McKINNON CHAIN COMPANY

Factory: ST. CATHARINES, ONT.

GLASS

of Every Description for Buildings

Our Leaded Art Glass is of the highest grade manufactured. Being the largest manufacturers of this line in Canada we can also give you the lowest price consistent with high quality

If you have not already received a copy of our 132 page catalogue, we would be pleased to send one.

HOBBS MANUFACTURING CO.
LIMITED
OFFICES AND FACTORIES
London Toronto Winnipeg Montreal

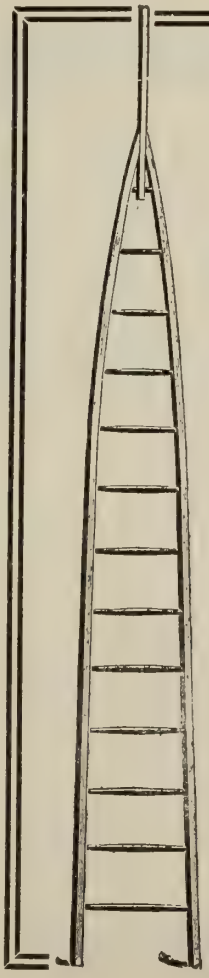


No. 600 A A
Wide Mouth

MAPLE CITY OILERS

We manufacture the most complete line of oilers made in America, including Pump, Engineers', Machinists', Mowing Machine and Railroad Oilers, Tallow Pots, Engineer Sets, Torches, Lamps, etc.

MAPLE CITY MFG. CO.
MONMOUTH, ILLINOIS, U.S.A.



Now is the Time
to Stock
Fruit Picking LADDERS

This is a splendid single ladder built especially so as to meet the requirements of all fruit growers. It is easily placed in the branches of the trees, making the gathering of fruit more pleasant.

Made from clear, well seasoned stock with Rock Elm rounds, by skilled workmen, with the aid of the latest improved machinery. These ladders have the holes bored at the proper angle to conform to the spread of the ladder, removing all strain and danger of springing the ladders.

Made in 8, 10, 12, 14, 16, 18, 20, and 22 ft. lengths.

The Stratford Mfg. Co.
Limited
STRATFORD .:. ONTARIO

WINDOW GLASS

Prompt Import from Belgium.
Chances' Glass. Plate Glass.
Colored Glass.

B. & S. H. THOMPSON & CO.

LIMITED

MONTREAL



Build Up Your Battery Business

The only way to do it, is to handle the best battery. Western consumers much prefer the

X CELL

Dry Battery

(Made in Winnipeg)

They know it for a cell of high initial amperage, long life, strong recuperative powers, in fact all the virtues a good battery should have.

Electric Flashlights

A nice, clean trade, carrying big profits, can be done in these goods. We handle only the best line, and can quote rock-bottom prices. Let us put you in a trial order and show you what a demand exists for these novelties. Write us at the factory.

Canadian Carbon Company

OF WINNIPEG, LIMITED

Bury and Irish Ave., - - Winnipeg

E. W. HANNA, President and Managing Director

THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout
Six-Inch Stroke



This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

WRITE FOR OUR BIG FREE CATALOGUE.

The Aylmer Pump & Scale Co., Limited

AYLMER, ONTARIO

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality

TRADE THE GARLOCK PACKING CO. HAMILTON CANADA MARK

The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY

HAMILTON, - ONTARIO

PIONEERS IN THE PACKING BUSINESS

Tinplates

M. & L. Samuel, Benjamin & Co.

CORNER KING STREET AND SPADINA AVENUE

Toronto

BEAR BRAND LAMP BLACKS



Have The Quality That Customers Demand

We are the largest manufacturers of Lamp Blacks. Ivory Blacks, Bone Blacks, Drop Blacks, Mineral Blacks, and Cement Blacks in the world. These products are of one quality—the best, and we aim to keep them so. A trial order will convince you.

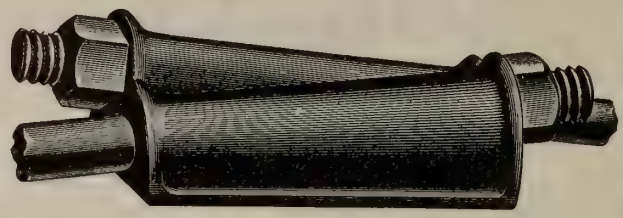
WRITE TO-DAY

WILCKES MARTIN WILCKES CO.

NEW YORK, N.Y., U.S.A.

Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.

TANK LUGS



For Round Rods, also Flat Bands on Silos, Tanks, Penstocks, etc. **Malleable Iron,** best quality, all sizes.

OTTERVILLE MANUFACTURING CO., LIMITED

OTTERVILLE, ONTARIO

The Famous MAB Razors

(Regd.)



All dealers should make a point of stocking Mab Razors. They are a good selling line—made from the finest Sheffield Steel and have a 20 years reputation for quality. Made in all sizes and patterns. **Write for prices and particulars to**

THE MAB CO., BIRMINGHAM, ENG.

or Canadian Sales Co., 106 Victoria St., Toronto

Cap Screws, Set Screws, Studs

Special Milled Work

Cold Pressed Nuts

Uniform Product, Accurately Machined

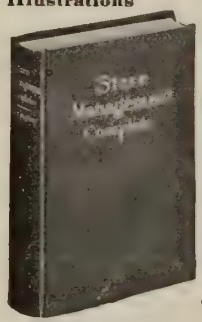
Canada Foundry Company

LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO	VANCOUVER
OTTAWA	CANADA	ROSSLAND

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK

By FRANK FARRINGTON

A Companion book to **Retail Advertising Complete**

$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—**The Store Policy**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

TECHNICAL BOOK DEPARTMENT

143-149 University Ave., - Toronto, Canada.

BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER, METAL SPINNINGS

150,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.

HAMILTON, ONT.

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

ED. BRAND Machinery for

Specialist in the Wire Trade for 15 years

472 Moss Lane East
MANCHESTER, ENG.

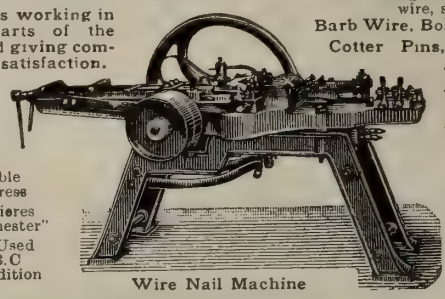
Wire Drawing **Wire Netting**
Wire Cutting **Wire Weaving**
Wire Testing

AUTOMATIC MACHINES

For making all kinds of articles from wire, such as:

Barb Wire, Bolts, Coach Screws, Cotter Pins, Cut Nails and Tacks, Electric Welded Chains, Furniture Springs' Hinges, Hooks, Locks, Nails, Rivets, Screws, Staples, Wire Nails, Etc., Etc., Etc.

Plants working in all parts of the world giving complete satisfaction.



Wire Nail Machine

Cable Address "Filieres Manchester" Code Used A.B.C 5th Edition

ALL MECHANICS KNOW THAT



"UTICA" BRAND

GOODS ARE THE BEST

You will find them easy sellers.

Manufactured by

The Utica Drop Forge Co., Utica, N.Y.

Sold in Canada by

Smith Hardware Company, Montreal



This Food Chopper Has Features

which others do not possess.

Let us tell you about them.

Best quality and attractive prices.

Smith Hardware Company

240 Lemoine St., Montreal

BLACK JACK

QUICK
CLEAN
HANDY



TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—
3 doz. in case

SCREW AND STRAP HINGES

for Barn Doors, Gates, etc,

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread.
Get our prices.

NUTS

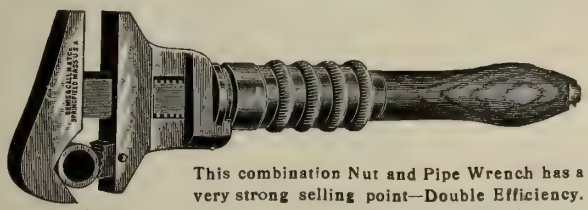
We can ship immediately from stock, Square and Hexagon Sizes for bolts up to 1 1-2 inches thick.

Send us your orders



LONDON, CANADA

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.

Springfield, Mass., U.S.A.

CASH OR PARCEL CARRIERS

SAVE TIME & MONEY



Quick Change Means Pleased Customers

Our guarantee:—We will instal a system of our carriers in your store. After 10 days' test, if they have not proved their superiority to all other makes of store service, we will remove the equipment without cost to you. It will pay you to investigate our modern improved PNEUMATIC DESPATCH TUBES AND ELECTRIC CABLE CASH CARRIERS.



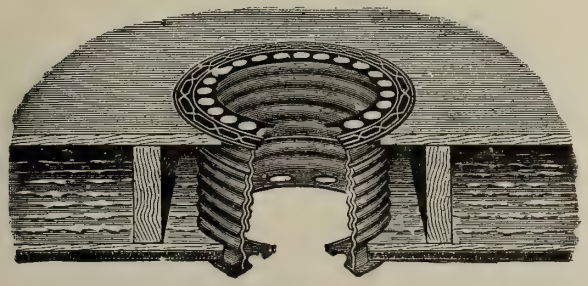
CATALOG FREE

The Gipe-Hazard Store Service Co., Ltd.

99 ONTARIO STREET TORONTO, ONT.

EUROPEAN OFFICE: 116 HOLBORN, LONDON E.C. ENG.

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL



LOOP LOCK ROPE BUCKLES

Best for Horse or Cattle Ties, Rope Traces, Hay Ropes, Tow Ropes, Tent Ropes, Hammock Ropes.

If your Jobber won't supply them write us

CANADIAN ROPE BUCKLE CO. Hamilton Ontario

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufactures to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

BABBITT METAL.

SPOONER'S No Hot Boxes
NON FERROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

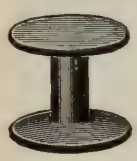
BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET, - QUEBEC

CHAPLETS.



ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

CLIPPERS.

PRIEST'S CLIPPERS



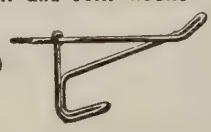
THAT'S SUFFICIENT.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, NH, US
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

COAT HOOKS.

Ask your Jobber for
GOLD COIN WIRE HAT and COAT HOOKS
Made by
JAMES & REID
Perth, Ont.



COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.
WRITE FOR SAMPLES AND PRICES
Raymond Bros., London, Ont.

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver
Oil Stones.

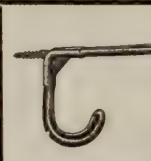
FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

HOOKS.



HOOKS Every style and size.

We make hooks as our principal output. Before buying send for our prices. Every hook has the patented metal clasp which makes it indestructible. Samples on request.

ATLAS MANUFACTURING COMPANY
121 Water St., New Haven Conn.

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

IRON.

IRON and STEEL
OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.
David C. Mitchell & Company,
118 Queen Street, Glasgow, Scotland.

MANUFACTURERS'' AGENT.

Western Distributors, Limited

CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents, Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
St. Nicholas Bldg., Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

TOOLS.

Send For Our New Catalog
Most complete line of
SCREW DRIVERS AND SMALL TOOLS
PIONEER TOOLS
The Southington Mfg. Co., - Southington, Conn.

TOOLS.



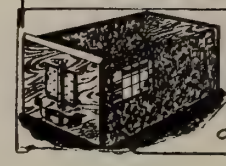
OUR OFF-SET
TOOL HOLDERS



Have extra large head, cutter and screw. A handy, rigid tool for Lathe or Planer. All sizes—Right and Left Hand.
Write for Catalog.
ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave.
CHICAGO U. S. A.
Right Hand

HARDWARE SHELF BOXES

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto



Separate Catalogue for Each Line

Iron Stairs
Fire Escapes
Railings
Iron Fences

New Designs
Low Prices

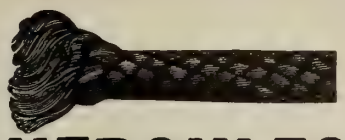
DENNIS WIRE AND IRON WORKS CO., LTD.
LONDON :: ONTARIO

When writing advertisers kindly mention having seen the advertisement in this paper

---



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York



HERCULES
SASH CORD

BUY THE BEST
Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by All Wholesale Dealers



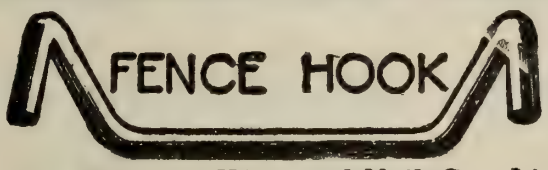
The INFALLIBLE GLAZIER'S DIAMOND
Just the Tool for Inexperienced Glass Cutters
Made by
A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

Sharratt & Newth's Glaziers' Diamonds
are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK
For Fastening Wooden Pickets on Wire Fences

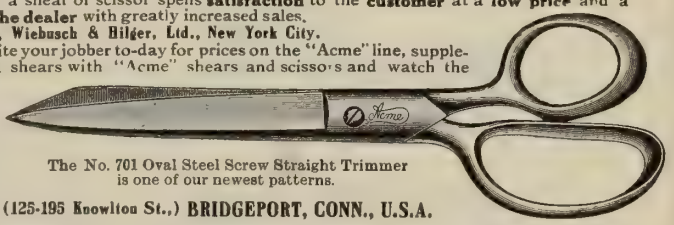


WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

"ACME" are the strongest and sharpest low-priced Shears and Scissors on the market.

Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why are 30,000 pairs of Acme Shears sold daily to-day?
Because "Acme" on a shear or scissor spells **satisfaction** to the **customer** at a **low price** and a **handsome profit to the dealer** with greatly increased sales.
Special Representatives, Wiebusch & Hilger, Ltd., New York City.
MR. DEALER: Write your jobber to-day for prices on the "Acme" line, supplement your high-priced shears with "Acme" shears and scissors and watch the gratifying results.
Jobbers should write for our W-2 Catalogue, illustrating the most complete line of shears and scissors manufactured.



The No. 701 Oval Steel Screw Straight Trimmer is one of our newest patterns.

THE ACME SHEAR CO., (125-195 Knowlton St.,) BRIDGEPORT, CONN., U.S.A.

PEASE HEATING SYSTEMS

WRITE FOR CATALOGUE & PRICES

PEASE WALDON CO., Limited WINNIPEG
PEASE FOUNDRY COMPANY LIMITED TORONTO
PEASE PACIFIC FOUNDRY, Limited VANCOUVER



Esc. 1879—Knob G. 15.

It's Easy

to make quick sales and build a reputation if you sell

Peterboro Hardware

It is our aim to manufacture the most extensive and up-to-date line of finishing hardware in Canada.

We continually add new lines to suit the requirements of the trade.

The quality of **"Peterboro" Hardware** is the best, and for your protection we trade mark all our lines.

Sell hardware that's "Peterboro" and you will have a consistent and increasing demand for it.

Let us convince you as to its artistic and winning qualities by sending you a line on trial.

Write for our large catalog.

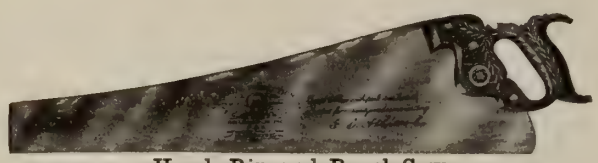
Peterborough Lock Mfg. Co., Limited

Peterborough, Ont.

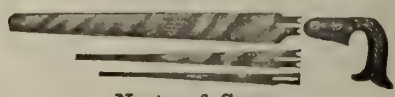
Hot Weather Favorites

ATKINS STERLING SAWS

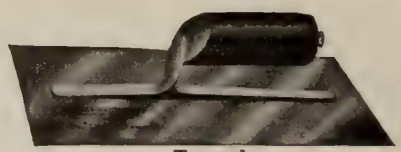
A PERFECT SAW FOR EVERY PURPOSE



Hand, Rip and Panel Saws.



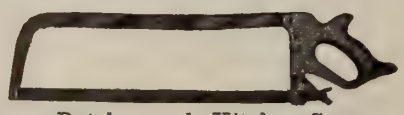
Nests of Saws.



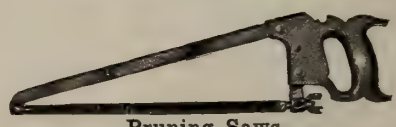
Trowels.



One and Two-Man Saws.



Butcher and Kitchen Saws.



Pruning Saws.

E. C. Atkins & Co. - Hamilton, Ont.

Vancouver Branch—109 Powell Street

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B JARDINE & CO.
HESPELER . . . ONTARIO

F. E. MYERS & BRO.
ASHLAND, OHIO

PUMPS OF ALL KINDS
HAY UNLOADING TOOLS
BARN DOOR HANGERS
guaranteed by our reputation for fair dealing.

The name means "QUALITY"
LOOK FOR THE NAME MYERS

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Stand any old kind of racket!

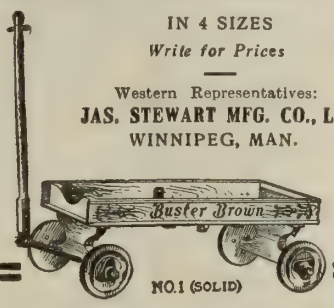
There's nothing so handy around house, store or farm as the

BUSTER BROWN
CHILDREN'S EXPRESS WAGON

They're strongly made, easy running and well finished, and are a splendid selling line.

IN 4 SIZES
Write for Prices

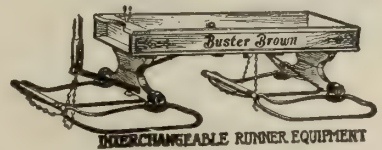
Western Representatives:
JAS. STEWART MFG. CO., LTD.
WINNIPEG, MAN.



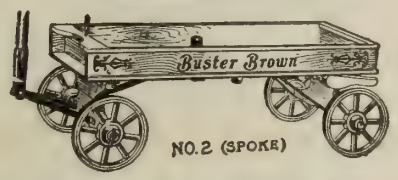
NO.1 (SOLID)



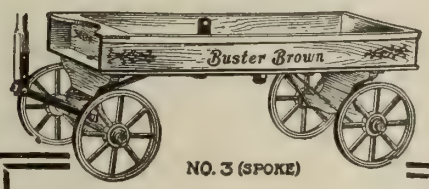
NO.1 (SPOKE)



INTERCHANGEABLE RUNNER EQUIPMENT

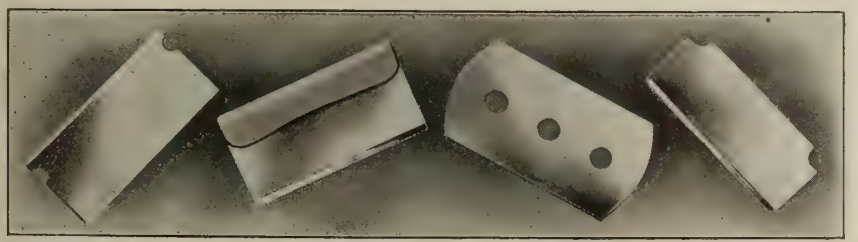


NO.2 (SPOKE)



NO. 3 (SPOKE)

The Woodstock Wagon & Mfg. Co., Limited
WOODSTOCK, - ONTARIO



SCHRAMBERGER UHRFEDERNFABRIK G.m.b.H.
Manufacturers of Safety Razor Blades

Made from the finest grade of Sheffield Crucible Cast Steel.
Highest Quality as regards Cutting Power and Durability.

Agents Wanted — SCHRAMBERG (Wurttemberg) Germany

MANY THOUSANDS OF PEOPLE

saw for the first time a practical demonstration of

ERMALINE PAPER BAG COOKERY

at Toronto Exhibition. A large number of bags were sold and many samples distributed. The result will be that a very great number of people will adopt this system.

THESE PEOPLE WILL WANT TO BUY ERMALINE BAGS

HAVE YOU GOT THEM IN STOCK?

BETTER GET SOME AT ONCE.

You can build up a steady trade if you wish to.

Order to-day from your jobber or direct from

Edward Lloyd Limited

508 Eastern Townships Bank Bldg.
MONTREAL



STAR Hack Saw Frame No. 10

is light, handy and one of the strongest tools of its kind on the market.

It is quickly adjusted, and has that combination of lightness with a maximum of strength which is so indispensable in a tool of this description.

STRENGTH WHERE STRENGTH IS NEEDED

The strength of the Star Frame is due to its simple and sensible construction, and to the fact that the greatest strength of the tool is concentrated where the greatest strain comes—in the centre of the frame.

The steel is tempered and the appearance of the frame is excellent. This tool is adjustable to carry blades 6, 7, 8, 9, 10, 11 and 12 inches long, and is marked for the different lengths.

The merits of Star Hack Saw Blades are known the wide world over.

An interesting and instructive book, "Tool Practice," sent to anyone FREE upon request.



Light and Easily Adjusted

MILLERS FALLS CO.
28 Warren St., New York City

Bur-Nor—The Hatchet
With The Pull



The New Reinforced handle makes the Bur-Nor 50% stronger than Wooden Handled Hatchets.

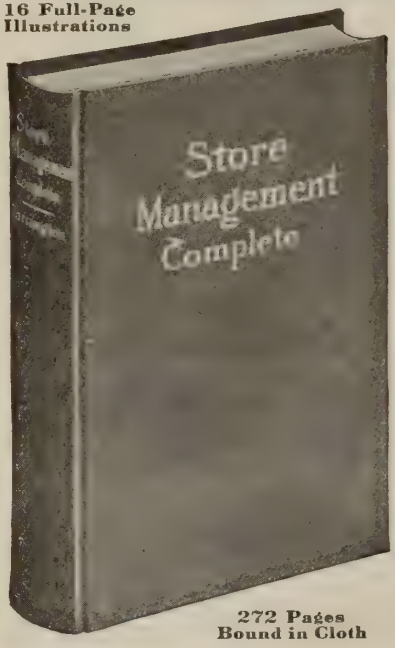
The Reason

Oil Tempered Blades. Hardened and strap heads. Nine styles from which to choose. Before buying for fall write us for prices and catalogue.

BURGESS-NORTON MFG. CO.
Geneva, Ill., U.S.A.

Store Management—Complete

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK
BY
FRANK FARRINGTON

A Companion Book to
Retail Advertising Complete

$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

TECHNICAL BOOK DEPARTMENT
143-149 University Ave., - Toronto, Canada

ALL YOUR CUSTOMERS WILL WANT THIS
SAMUELS' DUSTLESS ASH SIFTER



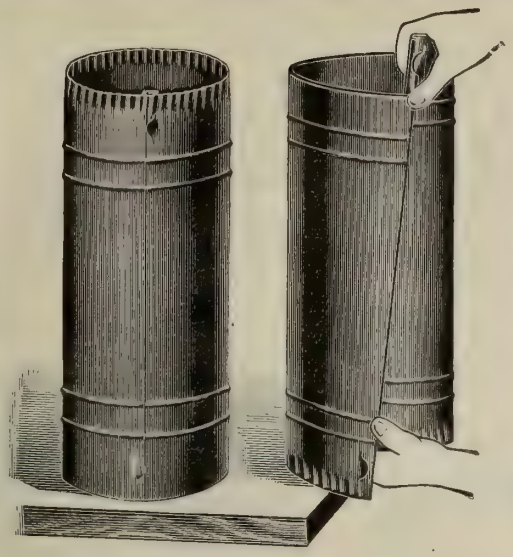
Here is the sifter you've always wanted. No work, no waste, no dust. Just turn the handle, ashes sift into barrel, unburned coal drops into scuttle. Cuts down coal bills, lasts a lifetime.

Write for particulars.

FOR SALE BY
RICE LEWIS & SON H. S. HOWLAND & SONS
KENNEDY HARDWARE CO., TORONTO, ONT.

MANUFACTURED ONLY BY
J. SAMUELS, - - - - TORONTO, ONT.

BIG
RESULTS
from small investments. Read Hardware & Metal's Want Ad. Page.



ANYBODY WITH TWO HANDS
CAN SET UP

Wright's Perfect Scheip's Patent Stove Pipe

AS EASILY AS ORDINARY RIVETED PIPE.

It is cheaper to buy this pipe than to make your own.

It is packed 25 lengths in a crate, and well oiled to prevent rusting.

No Staples or Tools required.

Every length is guaranteed to fit perfectly.

Made in 6 in. and 7 in.

What Style of ELBOWS Do Your Customers Prefer?

We make two kinds—the Cooper Dustless and the O. H. Crimped—in 3 in. to 8 in.

Also send to us for all requirements in Stove Pipe Dampers, Tapers, Tees, Damper Lengths, Thimbles, Plugs, Flue Stoppers, etc.

E. T. WRIGHT & CO., HAMILTON, CANADA

(H. G. WRIGHT)

Agencies at Vancouver, Winnipeg and Toronto.

CANADIAN TUBE & IRON CO., LIMITED

Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR JOBBER FOR

TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

Also NIPPLES
Black and Galvanized
All Sizes.

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL,

Works: Lachine Canal

MAPLE LEAF



"Improved Racer" Cross Cut Saw

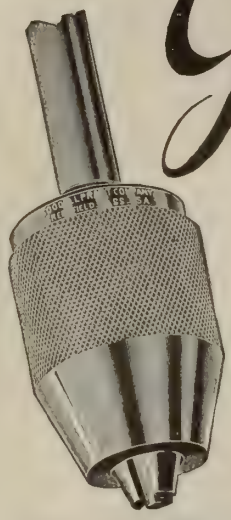
This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF."

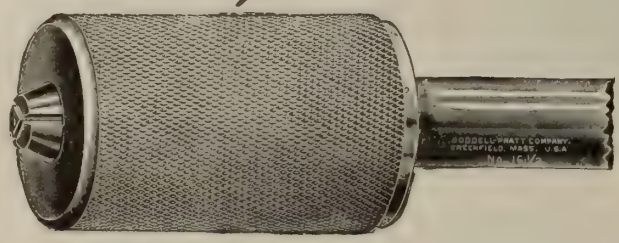
Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B.C.

Goodell-Pratt's



This cut shows the style of our Chucks, having capacities of from 0 to 5-32, ¼, ⅜ and ½ in., with shanks ½ in. or 41-64 in.



The Chuck shown above is known as our No. 16½; it is the largest Drill Chuck which we make.

It has a capacity of from 0 to ¾ inch. The shank is 1 inch in diameter.



You can use this chuck in Ratchet Drills, as it has a Taper Square Shank ¾ x ½ x 1¾ inches long.

These Chucks, as well as the other Tools which we manufacture, are shown in catalogue No. 10

GOODELL-PRATT COMPANY *Toolsmiths*

Greenfield, Massachusetts, U.S.A.



You May Become a Practical Window Dresser for $2.50

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. I is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages **8x11 Inches** **300 Illustrations**

Price $2.50. (Payable in Advance)

Send for Descriptive Circular

Technical Books, 143-149 University Ave., Toronto

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Acme Shear Co. 83
American Grinder Mfg. Co. 28
American Metal Polishes Co. 5
American Shearer Co. 82
American Wringer Co. 10
Armstrong Bros. Tool Co. 82
Angle Mfg. Co. 18
Atkins & Co., E. C. 84
Atlas Mfg. Co. 82
Auto Controller Co., The 16
Aylmer Pump & Scale Co 78

Barber Asphalt Paving Co. 9
Barnett, G. & H. 76
Barker, D. J., & Son 30
Barton Netting Co. 74
Belleville Hdw. & Lock Co. 1
Bemis & Call Hdw. & Tool Co. 81
Berry Bros. 71
Bosse & Banks 82
Bowser, S. F., & Co., Ltd. 57
Brandram-Henderson, Ltd. 55
Brown Boggs Co., The 26
Buck Stove Co., Wm. 14
Buffalo Mfg. Co. 72
Burgess Norton Co. 86
Burmans Clippers 27
Burrow Stewart & Milne 17
Burroughs Mfg. Co. 23

Cameron & Campbell 82
Canada Foundry Co. 80
Canada Glue Co. 11
Canada Metal Co. 9 82
Canada Steel Goods Co. 8
Canada Wire & Iron Goods Mfg. Co. 72
Canadian Carbon Co. 78
Canadian Copper Co. 73
Can. Fairbanks-Morse Co., Ltd. ... 2
Canadian Ferrosteel Co. 16
Canadian Hart Wheels 82
Canadian Oil Cos. 66
Canadian Rope Buckle Co. 81
Canadian Tube & Iron Co. 86
Can. Heating & Ventilating Co. 14
Caverhill, Learmont & Co. 29
Chatham Malleable & Steel Co. 75
Cheney & Sons, S. 82
Chicago Spring Butt Co. 1
Collette Mfg. Co. 25
Cowan & Britton 59
Cummer-Dowswell, Ltd. 21

Davidson, Thos., Mfg. Co. 20
Delta File Works 73
Dennis Wire & Iron Co. 83
Directory of Manufacturers 82 83
Dominion Cartridge Co. 32
Dorken Bros. 20
Double Claw Hammer Co. 68
Dougall Varnish Co. 67

Ely Mfg. Co., Theo. J. 23
Enterprise Enamel Co. 25
Erie Iron Works 12

Ford Auger Bit Co. 73
Fox Supply Co. 24

Galt Art Metal Co. 11
Garlock Packing Co. 79
Gibb, Alexander 82
Gipe Carrier Co., The 81
Goodell-Pratt Co. 88
Greening, B., Wire Co. 20
Gutta Percha & Rubber Mfg. Co., Inside back cover

Hall Zryd Fdry. Co. 15
Hamilton & Son, C. J. 30
Hamilton Cotton Co. 83
Hamilton Stamp & Stencil Wks. .. 82
Harris, J. W., Co. 70
Harrington & Richardson Arms Co. 10
Heinisch, R., Sons Co. 59
Henderson & Richardson 68
Hoblis Mfg. Co. 77
Howland, H. S., Sons & Co. 7
Hutton, Jas., & Co. 80

Imperial Varnish & Color Co. 53
International Varnish Co. 69

James & Reid 82
Jamieson & Co., Ltd., R. C. 61
Jardine, A. B., & Co. 85

Kampfe Bros. 28
Kuhne Anderton Mfg. Co. 25

Laidlaw Bale Tie Co. 76
Leslie & Co., A. C. 31
Lewis Bros., Ltd. 3
Lloyd, Ed. 85
London Bolt & Hinge Works 81
London Foundry Co. 70

London Rolling Mill Co. 73
Lowe Bros., Ltd. 53
Lufkin Rule Co. .....Inside back cover
Lundy Shovel & Tool Co. 22

McArthur, Alex., & Co. 59
McClary Mfg. Co. 12 13
McDougall, R., Co. 72
McGlashan-Clarke Co., Ltd. 74
McHutcheon Bros. 23
McKinnon Chain Co. 76

Magnolia Metal Co. 18
Maple City Mfg. Co. 77
Male Co., The 80
Martin-Senour Co. 67
Maxwell, D., & Sons 74
May & Padmore ....Inside back cover
Meakins & Sons 24
Metal Shingle & Siding Co. 81
Millers Falls Co. 86
Mitchell & Co., David 82
Moore & Co., Benjamin 61
Morris & Bailey Steel Co. 70
Morrison Brass Mfg. Co. 28
Myers & Bro., F. E. 85

National Acme Mfg. Co. 31
National Hardware Co. 24
Newman, W., & Sons 82
Nickel Plate Stove Polish 81
Nicholson File Co. 64
North Bros. Mfg. Co. 1
Nova Scotia Steel & Coal Co. 85

Oakey, John, & Co. 63
Ohio Foundry Co. 16
Oneida Community..Outside back cover
Ontario Lantern & Lamp Co., Ltd. 69
Otterville Mfg. Co. 80

Paterson Mfg. Co....Outside front cover
Parmenter Bullock Co., The 82
Pease Fdry. Co. 83
Peterborough Lock Co. 84
Pittsburg Lamp, Brass & Glass Co., The 89
Pinchin-Johnson & Co., Ltd. 57
Pink, Thos. 19

Ramsay, A., & Sons Co. 5 64
Raymond Bros. 82
Rem. Arms Union Met. Cart. Co.. 32
Renfrew Scale Co. 67

Reynolds & Jackson 71
Rice, Knight, Ltd. 89
Robertson Mfg. Co., Ltd., P. L. 92
Ross Rifle Co. 92
Royal Polishes Co. 4

Samuel, M, & L., Benjamin & Co. 79
Samuels, J. 86
Schramburger Uhrfedernfabrik 85
Seymour, Henry T., Shear Co. 83
Sharratt & Newth 83
Shaw, A., & Son 83
Sheet Metal Products Co. 2
Sherwin Williams Co. 65
Shurly-Dietrich Co., Ltd. 87
Simonds Canada Saw Co. 18
Smith Hardware Co. 81
Sorby & Sons, Robt. 16
Southington Mfg. Co. 82
Spear & Jackson 22
Spooner, Alonzo W., Ltd. 82
Standard Chain Co. 70
Standard Paint & Varnish Co. 63
Stanley Rule & Level Co. 76
Star Expansion Bolt Co. 27
Steel Co. of Canada, Ltd. 6
Stephens, G. F., & Co. 61
Stevens Hepner & Co. 68
Still, J. H. .....Inside back cover
Stratford Mfg. Co. 77

Tallman Brass & Metal Co. 80
Thompson, B., & S. H. 78
Toronto Plate Glass Importing Co. 59
Townsend & Co., S. P. 30

Utica Drop Forge Co. 81

Walker Bin & Fixture Co. 26
Want Ads. 62
Ware Mfg. Co. 75
Western Distributors, Ltd. 82
Western Wire & Nail Co. 83
Wheeler & Bain 30
White Mop Wringer Co. 63
Whitman & Barnes Mfg. Co. 75
Wilckes-Martin-Wilckes Co. 80
Winnipeg Ceiling & Roofing Co. 72
Winnipeg Paint & Glass Co., Ltd.. 63
Woodstock Wagon & Mfg. Co. 85
Wright, E. T., & Co. 87

Building Business Daily for live Canadian Merchants



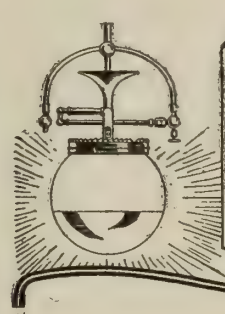
Success Lamps

How's Your Stock?

The Pittsburgh Lamp, Brass & Glass Co.

Canadian Branch — PITTSBURGH — 119 Wortley Road, London, Ont.

R. E. DAVIS, Special Representative
General Offices and Factories: PITTSBURGH, Pa., U.S.A.



THE RICE KNIGHT LIGHTING SYSTEM

MR. MERCHANT. If you could make your store more attractive, cheerful and inviting, with a pure white light of intense brilliancy, that would display your stock to better advantage and would suggest to your clerks to keep your stock neat and clean, wouldn't it pay you to investigate such a light.

The R-K Lighting System costs less than gas or electricity, is easy to operate, requires very little attention, and is permitted by all insurance companies. It is used by thousands of Canadian merchants, and can be installed anywhere, no matter where you live.

Have the best lighted store in town. Let us tell you how. Write to-day for Booklet "G." A postal brings it.

RICE KNIGHT Limited

TORONTO, ONT.

Hardware Dealers in every province excepting Alberta are requested to write for agency proposition. Five hundred live hardwaremen in Saskatchewan and Manitoba now sell the R-K System. We want more. Write our Regina branch to-day regarding an agency in Western provinces, or direct to Toronto for Eastern agencies.

CLASSIFIED LIST OF ADVERTISEMENTS

Abrasive Wheels
London Emery Works, London, Eng.
Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Wheels, Hamilton.

Aluminum Ware
Hero Mfg. Co., Philadelphia.
Northern Aluminum Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
Ware Mfg. Co., Toronto.
Wondershine Limited, Toronto.

Ammunition
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York.

Animal Traps
Oneida Community Ltd., Oneida, N.Y.

Anchors
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.

Auger Bits
Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.
Tobin Arms Mfg. Co., Woodstock.

Babbitt Metal
Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
Tallman Brass & Metal Co., Hamilton.

Bar Iron
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.

Bale-Ties
Laidlaw Bale-Tie Co., Hamilton, Ont.

Bar Urns
Buffalo Mfg. Co., Buffalo, N. Y.

Bath Room Fittings
Buffalo Mfg. Co., Buffalo, N.Y.
S. Sternau & Co., Brooklyn, N.Y.

Belting
Dominion Belting Co., Ltd., Hamilton
Sadler & Haworth, Montreal.

Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Co., Toronto.

Bird Cages
E. T. Wright & Co., Hamilton.

Binder Twine
Plymouth Cordage Co., N. Plymouth, Mass.

Bolts and Nuts
London Bolt and Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.
National Acme Mfg. Co., Montreal.

Boilers and Radiators
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.

Bolts—Expansion
Star Expansion Bolt Co., New York.

Brackets Shelf
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
Stanley Works, New Britain, Conn.

Brass Goods.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton
Stover Mfg. Co., Freeport, Ill.

Brass, Sheets, Tubes and Rods.
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton

Brushes.
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.

Bridle Rings—Galvanized, Brass and Plain.
Star Expansion Bolt Co., New York.

Builders' Tools and Supplies.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Lufkin Rule Co., Saginaw, Mich.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., N. Britain

Builders' Hardware.
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough.

Butts.
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain, C.

Cans
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., Toronto.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

Carriers, Cash and Parcel
Hamilton Brass Mfg. Co., Hamilton.

Carpet Sweepers
Bissell Carpet Sweeper Company, Grand Rapids, Mich.

Carriage Heaters
Chicago Flexible Shaft Co., Chicago.

Carriage Springs and Axles
Guelph Spring and Axle Co., Guelph.

Cartridges
Dominion Cartridge Co., Montreal.

Cash Registers
National Cash Register Co., Toronto.

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Cement
Canada Cement Co., Montreal, P.Q.
Alf. Rogers, Ltd., Toronto.
B. & S. H. Thompson & Co., Montreal

Chain, Trace, Logging, Halter, Dog Leads, Agricultural.
McKinnon Chain Co., St. Catharines, Ont.

Churns
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont
Maxwell, David, & Sons, St. Mary's, Ont

Chafing Dishes
Buffalo Mfg. Co., Buffalo.
S. Sternau & Co., Brooklyn, N.Y.

Chaplets
S. Cheney & Son, Manlius, N.Y.

Clippers—All Kinds
American Shearer Mfg. Co., Nashua, NH
Chicago Flexible Shaft Co., Chicago.
Coates Clipper Mfg. Co., Worcester, Mass.

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines
Cummer-Dowswell Ltd., Hamilton, Ont
Hamilton Cotton Co., Hamilton.

Clothes Wringers
Cummer-Dowswell Ltd., Hamilton, Ont
American Wringer Co., New York City

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Cordage
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Cow Ties
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines, Ont.
Oneida Community, Ltd., Niagara Falls

Cuspidors
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co., Montreal
Crookes, Jonathan & Son.
Dorken Bros. & Co., Montreal.
Greeff, Bredt Co., Toronto.
Henderson & Richardson, Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S., Sons & Co., Toronto
Hutton, Jas., & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.

Door Bolts.
Montreal Hdwe. Mfg. Co., Montreal.

Door Checks.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.

Door Hangers.
F. E. Myers & Bro., Ashland, O.
Richard Wilcox Mfg. Co., Aurora, Ill.

Door Springs.
Stover Mfg. Co., Freeport, Ill.

Drawer Pulls.
P. & F. Corbin, New Britain, C.
Stover Mfg. Co., Freeport, Ill.

Drills, Brick and Stone.
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.

Drills—High Speed
Alexander Gibb, Montreal.

Drinking Cups
Hero Mfg. Co., Philadelphia.

Dry Batteries
Canadian Carbon Co., Winnipeg.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.

Emery or Corundum Wheels
The Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Wheels Limited, Hamilton, Ont.
London Emery Works, London, Eng.

Electric Fixtures
The Barton-Netting Co., Ltd, Windsor Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Emery Cloth
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Emery Wheels.
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Enameled Ware
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
McClary's, London, Ont.

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Fencing—Woven Wire
The Steel Co. of Canada, Ltd., Hamilton.

Files and Rasps
Barnett Co., G. & H., Philadelphia, Pa
Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.

Firearms and Ammunition
Harrington & Richardson Arms Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
Tobin Arms Mfg. Co., Woodstock.

Fire Escapes
Canada Foundry Co., Ltd., Toronto.
Dennis Wire & Iron Co., London.

Fire Grates.
Ohio Foundry & Mfg. Co., Steubenville, O.

Fine Irons
Stover Mfg. Co., Freeport, Ill.

Fire Place Furnishings
The Barton-Netting Co., Ltd., Windsor, Ont.

Flint Paper
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Floor Scrapers.
Fox Supply Co., Brooklyn, Wis.

Food Choppers
Enterprise Mfg. Co., Philadelphia.
D. Maxwell & Sons, St. Mary's.

Foot Warmers
Chicago Flexible Shaft Co., Chicago.

Forgings
Steel Co. of Canada, Limited, Hamilton.

Furnaces, see Stoves

Galvanizing
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd, Hamilton.

Galvanized Iron
W. Gilbertson & Co., Ltd., Alex. Gibb, Montreal, Agent.
Henderson & Richardson, Montreal.
John Lysaght, Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.

Gas Fixtures
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto

Glass
Hobbs Mfg. Co., London.
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg
Consolidated Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
B. & S. H. Thompson & Co., Montreal.

Glass, Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.

Glass Paper
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Glass, Wired
Hobbs Mfg. Co., London.
Toronto Plate Glass Imp. Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto

Glaziers' Diamonds
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.

Glue
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.

Grinding Machinery.
London Emery Works, London, Eng.

Grindstones
Richards-Wilcox Mfg. Co., Aurora, Ill.
American Grinder Mfg. Co., Milwaukee.

Guns
Harrington & Richardson Arms Co. Worchester, Mass.
Tobin Arms Mfg. Co., Woodstock, Ont.
C. J. Hamilton & Son, Plymouth, Mich.

Hammers
Stover Mfg. Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles
Still, J. H., Mfg. Co., St. Thomas.
W. C. Crawford Co., Tilbury.

Hardware, Metal Window.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.

Hay Unloading Tools
F. E. Myers & Bro., Ashland, Ohio.

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananoque.
Montreal Hardware Co., Montreal.
The Stanley Works, New Britain, Conn.

Hinges, Spring
Chicago Spring Butt Co., Chicago.
Standard Mfg. Co., Shelby, Ohio.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
St. Marys Wood Specialty Co., St. Marys.

Hooks
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Stover Mfg. Co., Freeport, Ill.

Hoop Iron
The Steel Co. of Canada, Ltd., Hamilton.

Hoops—Steel and Wire
Laidlaw Bale-Tie Co., Hamilton, Ont.

Horseshoes and Nails
Steel Co. of Canada, Ltd., Hamilton

Ice Cream Freezers
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

Ice Cutting Tools
North Bros. Mfg Co., Philadelphia, Pa

Iron and Steel Bars
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton
London Rolling Mill Co., London.

Iron Pipe
Steel Co. of Canada, Ltd., Hamilton.
Canada Tube & Iron Co., Montreal.

Iron Pumps
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
Red Jacket Mfg. Co., Davenport, Iowa
F. E. Myers & Bro., Ashland, Ohio.

Knife Polish
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Ladders, Step.
Otterville Mfg. Co., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.

Ladders—Shelf
Hamilton Brass Mfg. Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Lamps, Acetylene
Maple City Mfg. Co., Monmouth, Ill.

Lampblack
The L. Martin Co., New York.
Wilckes Martin Wilckes Co., New York

Lanterns
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.

Lawn Fencing
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
McGregor Banwell & Co., Walkerville
Banwell Hoxie Wire Fence Co., Hamilton.

Lawn Mowers
D. Maxwell & Sons, St. Mary's, Ont.
Supplee Hardware Co., Philadelphia
Clipper Lawn Mower Co., Dixon, Ill.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.

Lawn Swings
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Lightning Rods
Hamilton Brass Mfg. Co., Hamilton, Ont.

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools
Pink, Thos., & Co., Pembroke, Ont

Manufacturers' Agents
Gibb, Alexander, Montreal.
McIntosh, H. F., & Co., Toronto.
Western Distributors Ltd., Saskatoon.

Mantels and Grates
The Barton-Netting Co., Ltd., Windsor, Ont.

Match Boxes
Stover Mfg. Co., Freeport, Ill.

Metals
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
McKechnie Bros., Birmingham, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
Tallman Brass & Metal Co., Hamilton
Thompson, B. & S. H. & Co.,Montreal

Metal Lockers
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.

Metal Stove Fronts
Canada Foundry Co., Ltd., Toronto.

Mop Holder
Theo. J. Ely Mfg. Co., Erie, Pa.

Mop Wringers
Theo J. Ely Mfg. Co., Girard, Pa.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.

Nails, Wire
Laidlaw Bale-Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. C., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton.

Oilers
Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E. T. & Co., Hamilton, Ont.

Oil Stones
Canadian Hart Wheels, Hamilton, Ont
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Oil Tanks
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont

Packing
Garlock Packing Co., Hamilton, Ont.

Paints, Oils, Varnishes
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover
Chadeloid Chemical Co., New York.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.

Perforated Sheet Metals
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Samuel Benjamin & Co., Toronto.
A. C. Leslie & Co., Montreal.

Pipe, Wrought Lead and Galvanized
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pliers
Henderson & Richardson, Montreal.
Smith Hardware Co., Montreal.

Poultry Netting
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Pruning Knives
International Tool Co., Detroit.

Pulleys (Sash, etc.)
P. & F. Corbin, New Britain, Conn.

Pumps
Canada Foundry Co., Ltd., Toronto.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Red Jacket Mfg. Co., Davenport, Iowa.

Pumps, Power
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.

Rat Traps
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.

Razors
Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorker Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Kampfe Bros., New York.

Razor Blades.
Schramberger, Uhrfedernfabrik, Schramberg, Germany.

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton.
Carborundum Co., Niagara Falls, N.Y.

Razor Strops
J. R. Torrey & Co., Worcester, Mass.

Registers
Jas. Stewart Mfg. Co., Woodstock, Ont.
Canadian Ferrosteel Co., Bridgeburg.

Rivets
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies
Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
Canadian Supply Co., Toronto.
Dominion Roofing Co. of Canada, Ltd., Toronto.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg.

Rope
Independent Cordage Co., Toronto.

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.

Saws
Atkins, E. C., & Co., Indianapolis, Ind.
Disston, Henry, & Sons, Philadelphia.
Drabble & Sanderson, Sheffield, Eng.
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

Scales
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Renfrew Scale Co., Renfrew, Ont.

Screen Door Sets
P. & F. Corbin, New Britain, Conn.
Stanley Works, New Britain, Conn.

Screws, Nuts, Bolts
National Acme Mfg. Co., Montreal.
Steel Co. of Canada, Limited, Hamilton.

Screws, Wood
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Hamilton.

Scythe Stones
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors
Acme Shear Co., Bridgeport, Conn.
R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
J. Wiss & Sons Co., Newark, N.J.

Shelf Boxes
Cameron & Campbell, Toronto.

Shellacs
Berry Bros., Walkerville.

Shovels and Spades
Spear & Jackson, Sheffield, Eng.

Sieves and Screens
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silverware
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.

Sporting Specialties.
Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Cavers Bros., Galt, Ont.
T. Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.
Spramotor Co., London.

Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.

Spring Hinges, Etc.
Chicago Spring Butt Co., Chicago, Ill.
Standard Mfg. Co., Shelby, Ohio.

Stains, Shingle
Berry Bros., Walkerville.

Stains, Wood
Berry Bros., Walkerville.

Staples
B. Greening Wire Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton.

Steel—High Speed
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.

Steel—Cold Rolled Strip
Morris & Bailey Steel Co., Pittsburg.

Steel Wire Hoops
Steel Co. of Canada, Ltd., Hamilton.

Stencils
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont.
Herod Machine & Stamping Co., Brantford.

Store Ladders
Hamilton Brass Mfg. Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Stoves, Furnaces
Burrow, Stewart & Milne Co., Hamilton.
Findlay Bros., Carleton Place.
Clare Bros. & Co., Preston.
Holland Furnace Co., Holland, Mich.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Picton.

Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.
McClary Mfg. Co., London, Ont.

Tacks
The Steel Co. of Canada, Ltd.,Hamilton.

Tapes
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor, Ont.

Tin Plate
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
M. & L. Samuel, Benjamin & Co., Toronto.

Tools
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Tulls Edge Tool Co., Galt.
Armstrong Bros. Tool Co., Chicago.
Robt. Sorby & Sons, Sheffield.
Stanley Rule & Level Co., New Britain.
International Tool Co., Detroit.

Tools—Metal Workers'
Brown-Boggs Co., Hamilton.

Tool Grinders
American Grinder Mfg. Co., Milwaukee Wis.
Luther Grinder Mfg. Co., Milwaukee.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Trucks
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Renfrew Scale Co., Renfrew, Co.

Varnishes: See Paints
Berry Bros., Limited, Walkerville, Ont
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.

Ventilators
Harris, J. W., Co., Montreal.

Vises
Henderson & Richardson, Montreal.
Hollands Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.

Washing Machines, Etc.
J. H. Connor & Son., Ottawa, Ont.
Cummer–Dowswell Ltd., Hamilton, Ont
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.

Wall Plaster
Manitoba Gypsum Co., Winnipeg.

Waffle Irons
Stover Mfg Co., Freeport, Ill.

Wagons—Children's
Wodstock Wagon Co., Woodstock.

Washers
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

White Lead
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Limited, Hamilton

Wholesale Hardware
Caverhill, Learmont & Co., Montreal
Howland, H. S., Sons & Co., Toronto
Lewis Bros. & Co., Montreal.

Window Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Guards
B. Greening Wire Co., Ltd., Hamilton

Wire Door Guards
B. Greening Wire Co., Ltd., Hamilton

Wire—Iron, Steel, Brass and Copper
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

Wire Mats
Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery
Ed Brand, 472 Moss Lane., Manchester Eng.

Wire Products
Andrews Wire Works, Watford, Ont.

Wire Rope.
The B. Greening Wire Rope Co., Ltd. Hamilton.

Wire Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Jas. Steele Limited, Guelph, Ont.

Wood Finishes
Berry Bros., Walkerville.

Wrenches
Cochran Pipe Wrench Co.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdwe. & Tool Co., Springfield, Mass.



Don't make the mistake of selling a cheap arm to a man who can afford to buy a more expensive one

It pays you to sell the "ROSS 280" High Velocity.

Not only is it the best sporting rifle made, but the retailing price is $70.00 and it is a sale worth making.

Moreover, any man fortunate enough to own a Ross High Velocity is sure to be proud of it and it will prove itself a walking advertisement for your store.

ROSS RIFLE CO. - QUEBEC







ROBERTSON SOCKET HEAD

WOOD SCREWS



Have a decided advantage over other styles of wood screws. By having a square hole, into the centre of which a specially designed screwdriver fits snugly, it does away with all possibility of slipping, which often proves disastrous to the screw, and wastes a considerable amount of the workman's time.

They will sell on sight—get our prices at once.

We also manufacture high-grade Hand Drivers, Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails and Wire.



SEND FOR CATALOG

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

TORONTO WAREHOUSE, 19 Jarvis Street, - F. J. Schuch, Agent





STILL'S

AXE HANDLES

Every dealer should get acquainted with STILL'S Axe Handles.

Progressive dealers all over the country are increasing their trade and profits by handling our QUICK SELLING SPECIALTY.

STILL'S AXE HANDLES REPRESENT ALL THAT IS BEST IN QUALITY OF MATERIALS, SKILLED WORKMANSHIP AND COMPLETE MANUFACTURING FACILITIES.

Meet the coming demand with a fair trial order. We assure satisfaction.

J. H. STILL MFG. CO., Ltd.

ST. THOMAS, - ONT.

MAYMORE



OUR NEW CATALOGUE of BUILDERS' HARDWARE

IS JUST BEING ISSUED
APPLY NOW FOR A COPY
to

THOMAS·W·KIRBY
48 YONGE ST. ARCADE TORONTO.
Manufactured by
MAY & PADMORE LTD. BIRMINGHAM.



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM

MANUFACTURED SOLELY BY

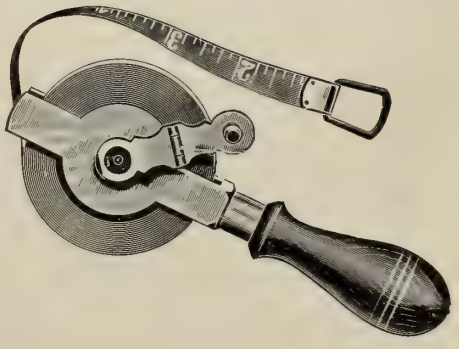
The Gutta Percha & Rubber Mfg. Co. of Toronto, Limited

Toronto Montreal Halifax Winnipeg Calgary Vancouver

MEASURING TAPES

MUST BE ACCURATE

To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.



Those that bear this Trade-Mark **LUFKIN**

are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.

FOR SALE BY ALL JOBBERS. **THE LUFKIN RULE CO. OF CANADA, LTD.** WINDSOR, ONT.

CATALOGUE ON REQUEST



Young married people are the big buyers of plated ware. They prefer

COMMUNITY SILVER

because it expresses their ideals—
it is modern, snappy and attractive

ONEIDA COMMUNITY, LTD., ONEIDA, N. Y.

NEW YORK, 15 Maiden Lane
CHICAGO, 10 S. Wabash Ave.

CANADA'S ONLY WEEKLY HARDWARE PAPER.

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXIV. Publication Office: Toronto, Canada No. 38

Sept. 21, 1912

TRADE ELASTICA MARK
Floor Finishes

LACQUERET
HOUSEHOLD LACQUER

INTERNATIONAL VARNISH PRODUCTS

Good Money Makers and Business Builders

INTERNATIONAL VARNISHES AND VARNISH SPECIALTIES

have retained the highest point in quality for over 40 years. Every can that leaves our plant contains full imperial measure. Our products are well advertised. We have many methods of attracting buyers, and we do our utmost to better your trade. **Write us at once for proposition.** Our reputation protects you—do not delay.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO AND WINNIPEG

Canadian Factory of Standard Varnish Works.

NEW YORK CHICAGO LONDON BERLIN
BRUSSELS MELBOURNE

Largest in the world and first to establish definite standards of quality.



Satinette
White Enamel

TRADE KLEARTONE MARK
Acid and Oil Stains



Big Ben Store Helps

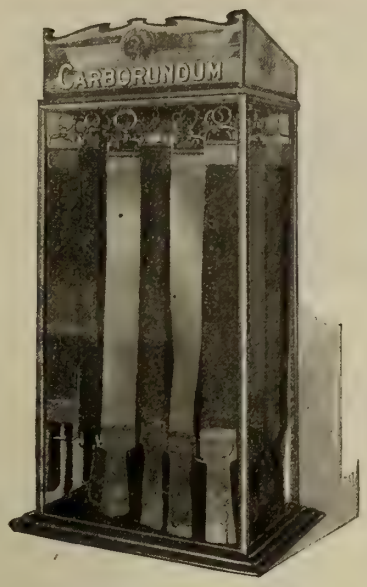
In order to enable Canadian dealers to get the maximum benefit from the Big Ben campaign now running in Canadian magazines, we are packing Big Ben specially for Canadian trade, six in a carton with a full set of store selling helps (two posters, two show cards, two metal signs.)

On an order for 12 we add a solid mahogany display stand. On an order for 24 or more, we print your name on dials, give the posters, display stand, and a beautiful metal sign lithographed in five colors.

Big Ben and his selling helps are being carried in stock by 54 wholesale Canadian distributors. We will be glad to let you have their names upon request. Any will tell you Big Ben is the best made and the best selling alarm that's ever been put out.

In broken and dozen lots, $2.05. In lots of 24, $1.95.

The Western Clock Co., La Salle, Ill.



The Carborundum Razor Strop Display Case

HERE is a case you will be proud to put in your store—a case that attracts attention, stimulates sales, serves as a practical dust-proof stockkeeper.

Every strop in the case hangs at full length, they can't curl or warp, every strop keeps clean. The case is roomy, well constructed; the frame is of steel, copper oxidize finish, the panels of heavy glass, the base of wood, mahogany finish, the top crowned with a beautiful lithograph display panel; the strops hang from hooks arranged on sliding bars; just open the door at the back, slide out the bars to show the strops to prospective customers and there is no trouble in selling Carborundum Razor Strops—they have the exclusive Carborundum, corrugated sharpening side feature. The display case given free with stock—write for details.

Do your sharpening stone profits show you are a Carborundum dealer?

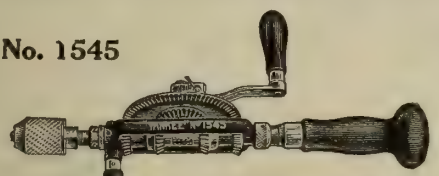
The Carborundum Company

NIAGARA FALLS, NEW YORK

Breast and Hand Drills

With Right and Left-hand Ratchet Movements

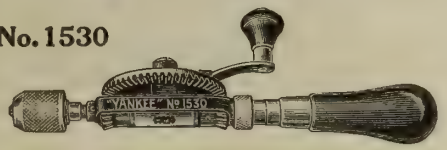
No. 1545



3 JAW DOUBLE SPEED

HAND DRILLS
Chuck holds ⅜ diameter.
Length of Drill 16½ in.
Handle has Magazine for Drills

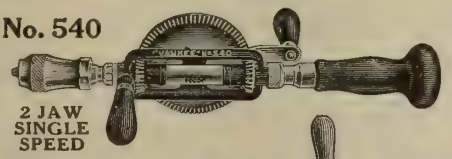
No. 1530



3 JAW SINGLE SPEED

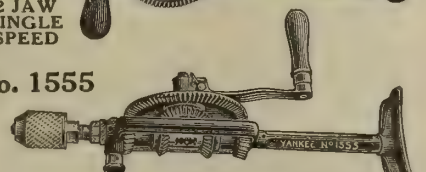
Chuck holds 3-16 diameter.
Length of Drill 10½ inches.
Handle has Magazine for Drill

No. 540



2 JAW SINGLE SPEED

No. 1555



3 JAW DOUBLE SPEED

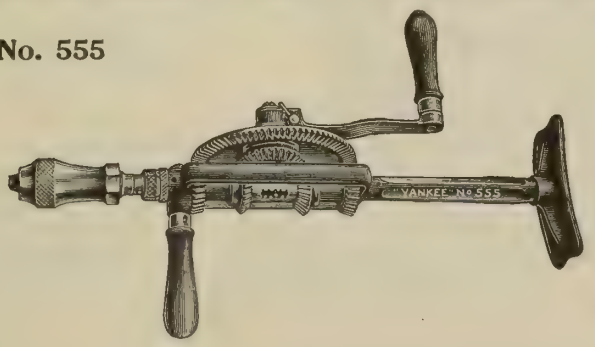
BREAST DRILLS
Chucks hold ¼ diameter.
Length of Drill 18 in.

All our other 8 Styles

of "YANKEE" BREAST and HAND DRILLS

have the same unique Ratchet movement found in the No. 555 and which is found in no other Drills made

No. 555



They are constantly advertised; and called for by mechanics. Better stock a large assortment this fall and swing more of this valuable trade your way.

Your jobber will supply you.

Let us send you our 1912 catalog.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

The "ECLIPSE" PUMPER

INCLUDES PUMP JACK AND GASOLINE ENGINE COMPLETE

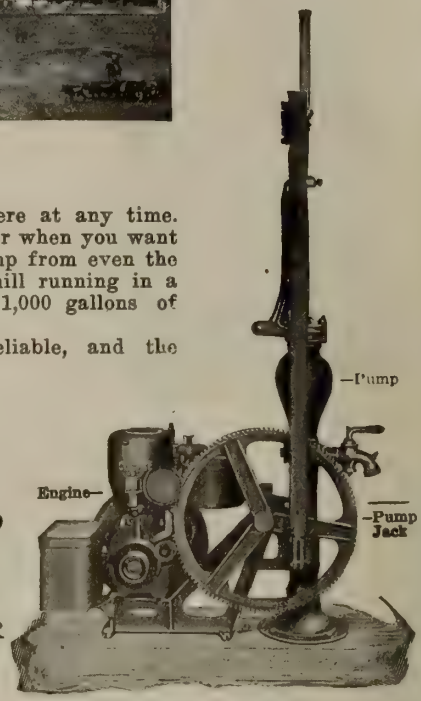


EVERY UP-TO-DATE FARMER WILL BUY ONE

There is no longer any excuse for not having a good supply of water anywhere at any time. **The Eclipse Pumper** has been designed especially for this service, to pump water when you want it to, and at small expense. It is independent of wind or weather, and will pump from even the deepest wells—in fact, it will pump as much water as a 10 or 12-foot windmill running in a 20 mile wind. It uses about one pint of gasoline per hour. Think of it, over 1,000 gallons of water pumped against a head of over 80 feet on one pint of gasoline.

This pump should be sold by every dealer—the profits are consistent and reliable, and the demand is certain to increase.

Write for full particulars. **Keep one in stock.**

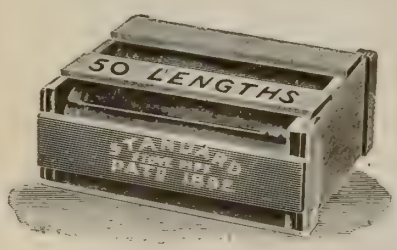


The Canadian Fairbanks-Morse Co., LIMITED

MONTREAL	TORONTO	SASKATOON
ST. JOHN	WINNIPEG	VANCOUVER
OTTAWA	CALGARY	VICTORIA

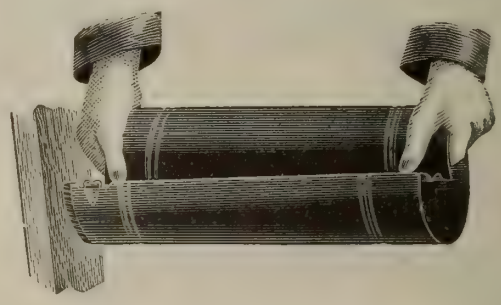
The S.M.P. PATENT STANDARD STOVE PIPE

REQUIRES NO RIVETS OR TOOLS TO PUT IT TOGETHER.



Size:	Inches.
Plain or Polished	5, 6, 7

18 inches long.
In crates of 25 or 50 lengths.
PRICES on Application.



Uniform in size. Crimped at the small end, it makes an easy and perfect fit. It has a coating which prevents rust. Being nested in a closed crate, a low freight rate is thereby secured.

N.B.—It can be bought as cheap as ordinary misfitting stove pipe.

THE SHEET METAL PRODUCTS COMPANY

OF CANADA **SUCCESSORS TO** **LIMITED**

Kemp Manufacturing Company

Montreal **TORONTO** **Winnipeg**

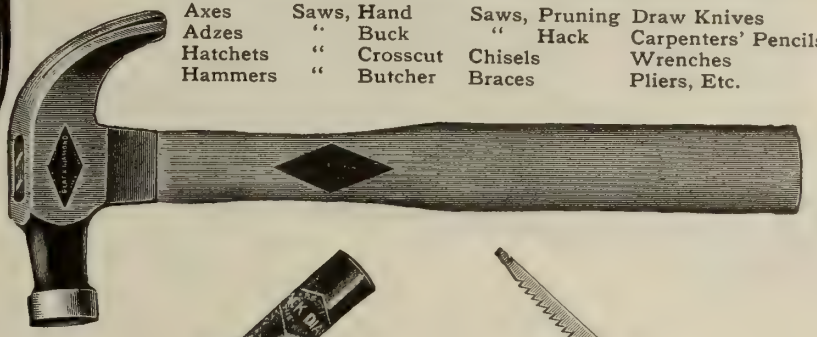
"Best in the Land—

BLACK DIAMOND BRAND"



A COMPLETE LINE OF HIGH-GRADE TOOLS

Axes	Saws, Hand	Saws, Pruning	Draw Knives
Adzes	" Buck	" Hack	Carpenters' Pencils
Hatchets	" Crosscut	Chisels	Wrenches
Hammers	" Butcher	Braces	Pliers, Etc.







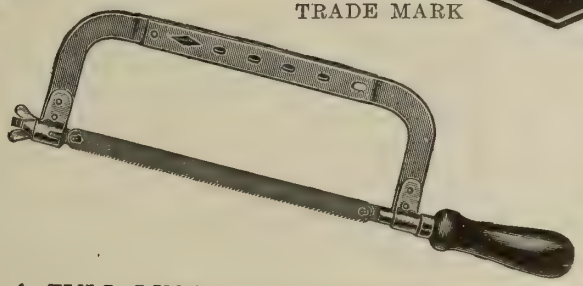
THE MARK OF QUALITY

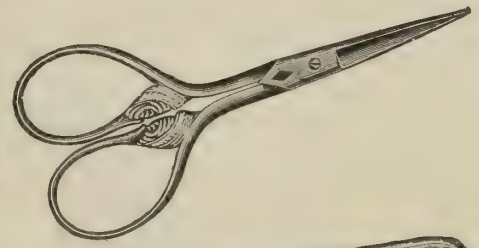
STRICTLY GUARANTEED

BLACK DIAMOND

TRADE MARK REGISTERED







A FULL LINE OF HIGH-GRADE CUTLERY

Carvers	Pocket Knives	Scissors
Butcher Knives	Hunting Knives	Shears
Scraping Knives	Razors	Hair Clippers



LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

Try our MAIL ORDER Service



BIG FOUR

The Slam Standing Hanger

"Big 4" stands the strain.

It's big and strong and rugged—heavily built for hard knocks.

And the beauty of it lies in the fact that your customer can see these things for himself—he can see Long Service, long GOOD service, and he'll pay right cheerfully.

No complications—no parts to clog and catch and hitch — absolute simplicity — the simple ruggedness of Strength.

And then there's the Braced Rail advantage—let us explain. Just drop us a line.

National Mfg. Co.

Sterling, Ill.



DISSTON PEERLESS BRICK TROWELS

EFFICIENT, BEAUTIFULLY FINISHED, HIGH GRADE IN EVERY PARTICULAR AND GUARANTEED. THE FINEST EVER MADE. :: ::

PEERLESS No. 41

(PHILADELPHIA PATTERN)

PACKED HALF DOZEN IN BOX, ASSORTED WEIGHTS LIGHT, MEDIUM and HEAVY.

No. 42 PEERLESS [New York]
No. 40 PEERLESS [London]
No. 45 PEERLESS [Pointing]

This is the highest type, the very acme of perfection in Trowel making.

Each Disston Trowel is made of a single diamond-shaped piece of steel, from one end of which is forged the tang. The Steel—Disston Crucible Steel—is of a quality especially adapted for trowel blades, which are highly tempered, bevel ground and possesses that spring or character giving greatest efficiency.

The Post, being made straight or perpendicular to the blade, gives better balance in the working.

Handle of hickory wood, turned and polished; re-inforced with a long, heavy, nickel-plated ferrule; driven on tang in such a manner that it will not work loose.

FOR EFFICIENCY, LASTING QUALITIES AND BEAUTY OF FINISH, THESE TROWELS ESTABLISH A NEW STANDARD.

WE HAVE BEEN MANUFACTURING TOWELS FOR OVER 53 YEARS.

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works. PHILADELPHIA, U.S.A.

The Steel Company of Canada, Limited

BASIC OPEN HEARTH STEEL PRODUCTS

Bar Steel
Squares, Rounds,
Flats, Bands, Angles,
Special Sections, Stove Bolts,
Stove Rods, Rivets, Burrs, Wire, Bright
Wire Goods, Wire Nails, Tacks, Invincible
Field Fencing, Forgings, Horse
Shoes, Horse Nails, Wood
Screws, Machine
Screws,
Spikes

WROUGHT PIPE

MERCHANT, BLACK and GALVANIZED

White Lead, Putty, Shot, Lead Pipe

DISTRICT SALES OFFICES:
HAMILTON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, B. C.
VICTORIA, B.C., ST. JOHN, N.B., HALIFAX, N.S.

Send For The Bulletin

Many hardware dealers know and appreciate Howland's Monthly Bulletin, an attractive forty-eight page publication showing new and seasonable lines.

Special effort was devoted to the September number of the Bulletin, it being made double the regular size and with colored inserts. The book is valuable as a catalogue of seasonable goods. A copy will be sent to all retail merchants handling hardware who have not received one, and who send us their name and address before the supply is exhausted.

This monthly Bulletin has received favorable comment from all sides, and if you wish to receive a copy send us your name and address at once, as the edition is limited.

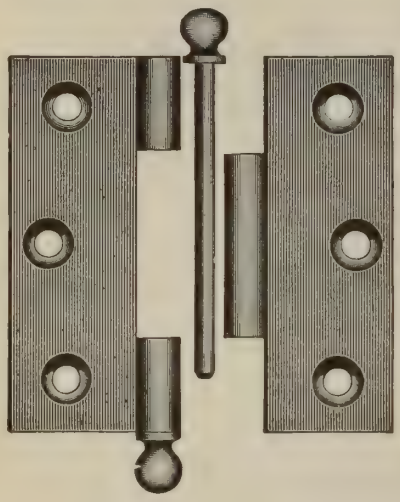
H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

We Ship Promptly **TORONTO** **Our Prices Are Right**

Graham Nails are the Best

Crescent Brand HARDWARE



Butt Hinges Strap Hinges Tee Hinges

Barn Door Hangers Parlor Door Hangers

Trolley Hangers Hinged Hasps Shelf Brackets

Wrought Staples Rollston Pulleys

Gate Hooks Wagon Hardware Etc. Etc. Etc.

Steel Sheets Bands Bars

Rods Wire

CANADA STEEL GOODS CO., Limited

HAMILTON - - - CANADA

Davidson's Cleveland Filter



DIMENSIONS—11x18

Enameled Royal Blue Outside with a Snowy White Interior

CAPACITY—12 QUARTS

Filters through a natural stone making it impossible for the typhoid germ to get below into the drinking water. They are easy to clean and keep sanitary as all that is necessary is to scrub off the sediment collected on the top of the stone and the filter is again in perfect condition and ready for good service. The top vessel of filter is furnished with a bail handle and the base has side handles and a nickel plated faucet. New stones can easily be refitted when needed.

The Thos. Davidson Manufacturing Company, Limited

MONTREAL WINNIPEG TORONTO

PLYMOUTH ROPE WINS THE CUSTOMER

"I handle nothing but Plymouth rope and practically all Manila. I have the rope trade of the town. It is a nice business and best paying thing we handle."

"One man's story?" Yes, but it strikes at the heart of the present day rope situation.

Real values are appreciated—sought after. *Price* is right only when the *goods* are right and the buyer is the judge.

His decision fixes *your* profit. Look at your best sellers—they tell the story. Plymouth rope *satisfies* the buyer—every time. Its promise of "dollar for dollar" service is a strong attraction.

Talk it over with our distributor's salesman. Let him tell you what *Plymouth* dealers are doing.

INDEPENDENT CORDAGE CO., Limited

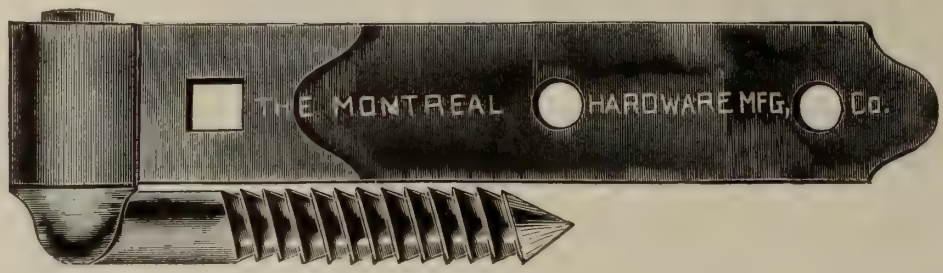
The Mark of Leadership

CANADIAN SALES AGENTS

55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg and Vancouver.

Screw Hook and Strap Hinges



Remember that all the goods manufactured by us are guaranteed to be of the finest quality and best finish. Whether you are ready to purchase at once or not, you should have our catalog and discounts.

WRITE TO-DAY—a post card will bring them to you.

Montreal Hardware Mfg. Co., Limited

Manufacturers of Butt Hinges, Light T and Strap Hinges, Heavy T and Strap Hinges, Hinge Hasps, Screw and Strap Hinges, Latches, Door Bolts, Hitching Rings, etc.

Montreal **Canada**

SET SCREWS of FIRST QUALITY



The ACME of quality which every user of NAMCO milled parts recognizes is the result of years of experience in making screws and special products in duplicate.

Every thread is cut clean and smooth, and a uniform accuracy is maintained throughout the order. They are carried in stock in all the popular sizes with "V," U.S.S. or A.L.A.M. threads. We also have all styles of standard Nuts, plain or castellated, ready for immediate shipment.

If you use Standard Screws or Nuts, write for the "Standard Products" catalogue; if special, ask for the "Special Products" book.

Canadian made
Canadian trade
THE NATIONAL-ACME MFG CO MONTREAL

THE NATIONAL-ACME MFG. CO.

Screws, Nuts, Bolts and Special Milled Products

St. Henri at G.T.R.

MONTREAL

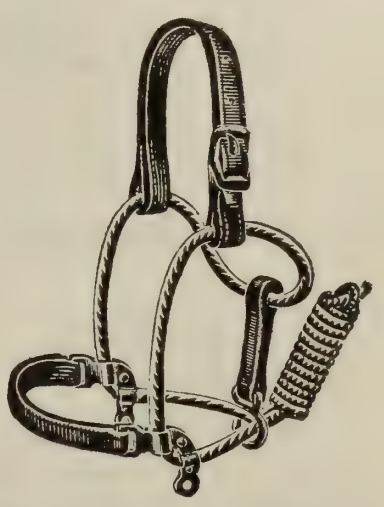
G. L. Griffith & Son

Our New Home



With five times the capacity of former plant

The reason for it



The best dollar halter in the world

Our sales on this line, in the last nine months, have more than trebled. If you haven't been handling them "It's time you got acquainted." Especially suitable for the fall trade; tying in colts and young horses. For sale by all good Jobbers or Direct. This is only one of twenty lines. Illustrated Price List sent on request.

We would be pleased to loan cuts of any of our lines to customers wishing to use them for advertising.

SPECIAL. We have a fancy line of Show Halters made of ¾-inch Russet Leather and Solid Brass Mountings, made in three sizes; for Suckers, $13.00; for Yearlings $13.50, for Horses, $14.00. There will be a good demand for these for the next two months for showing at the Fall Fairs.

HERCULES HALTERS HOLD HORSES

Stratford, Ontario

Formerly at Melbourne,

Superior Cast-Steel CHURCH And SCHOOL BELLS

Every Progressive Hardware Dealer Should Be Familiar With Them

They're Moneymakers!



Suppose you should have a call for a church or school to-day—can you supply it? If you cannot you will be losing an attractive profit that you would otherwise have procured. Investigate the Superior Cast-Steel Bells at once—**Don't Miss a Sale.**

These bells are cast from a specially selected quality of steel, entirely unlike that used by other founders, and with the aid of the most approved appliances. We guarantee the metal to possess every requisite for producing bells of full, rich, mellow tone and of the greatest durability.

Every bell before leaving works **is given a thorough ringing test**, and only **perfect bells** are offered to the trade.

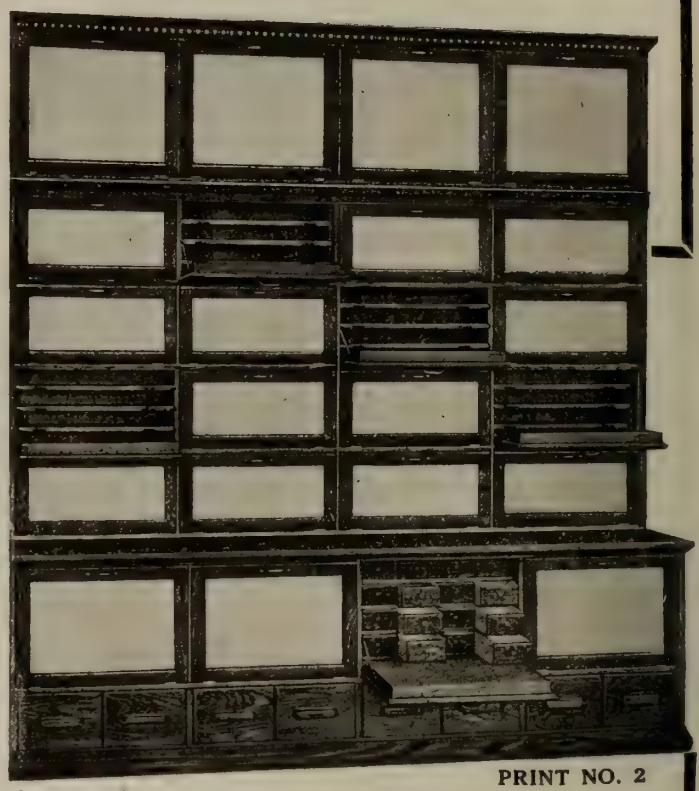
The Reasonable Price of the Superior Cast-Steel Bells is sure to attract prospective buyers.

WRITE FOR FULL DETAILS NOW.

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide Street West TORONTO

Berlin Hardware Display Cabinets



PRINT NO. 2

Hard Working Silent Salesmen That You Should Employ

These cabinets not only **display the goods to better advantage** and **keep them free from dust** —they **give the store** an **up-to-date appearance and promote system** and **quick service.**

We use only the **best oak** and employ **long experienced workmen**, assuring the buyer intrinsic value for his money.

Goods are displayed behind glass doors or glass display drop front compartments.

Print No. 2 illustrates another section of a large case.

Save all the prints with numbers for reference in designing a case to meet your particular requirements. Then write us for specifications and prices.

Write for circulars on complete line of store fixtures or any **special line** in which interested.

The Walker Bin & Store Fixture Co.

Manufacturers and Designers of Modern Store Fixtures

LIMITED BERLIN, ONTARIO



New Factory, Offices and Showrooms

Standard Silver Company, Limited

Manufacturers of

The "Silverware That Sells"

We are now installed in our new premises on North Madison Ave., where we have the most modern and up-to-date Silverware plant in Canada. A card will bring our representative to you with an entirely new line for Fall Trade.

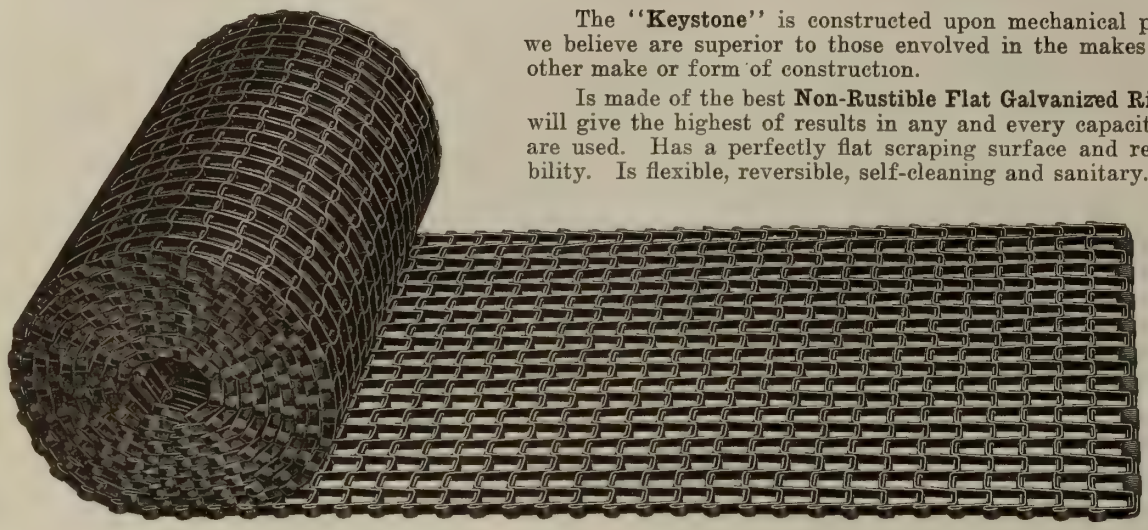
STANDARD SILVER COMPANY, Limited

Madison Ave. and Dupont St., - - Toronto, Ont.

Catalogue Mailed on Application.

"Keystone" Flexible Steel Matting

A MAT WITHOUT A FLAW — A SPLENDID MAT TO PUSH THIS WINTER



The "**Keystone**" is constructed upon mechanical principles which we believe are superior to those envolved in the makes of any mat of other make or form of construction.

Is made of the best **Non-Rustible Flat Galvanized Ribbon Steel**, and will give the highest of results in any and every capacity wherein mats are used. Has a perfectly flat scraping surface and remarkable durability. Is flexible, reversible, self-cleaning and sanitary.

The mesh or body of Keystone is of continuous crimp from end to end, no short sections entering into its construction.

Made in any size or shape. Try "Keystone" for **quick sales and good profits.**

Kuhne-Anderton Mfg. Co.

SOLE MANUFACTURERS OF:
Keystone Flexible Steel Mats, Ideal Wire Door Mats, (Rigid)
Simplex Flexible Wood Matting

PORT HOPE, ONTARIO
CANADA

The A. & J. Compound Potato Masher

Two Mashers In One

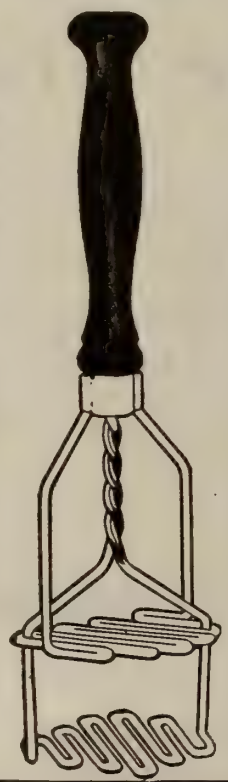
Simple, Sanitary, Durable. Operates the same as any other masher, but twice as effective. **Saves** half the **labor.** Mashes Potatoes, Fruit or Vegetables to a finer and more fluffy grain than will any other masher, and is easy to operate, as it is **mechanical.**

Built for long wear

Hardwood handle highly polished, best fibre finish. Steel ferrule, nickel plated. Masher parts heavy wire tinned.

Write for samples and prices.
You'll find it very profitable.

-::-



Collette Mfg. Co.

Collingwood, Ont.

THERE WILL BE A LARGE DEMAND FOR

THE CORONA ROASTER

AFTER ONCE INTRODUCED



This is a roaster that has become indispensable in thousands of homes. It is VERY ATTRACTIVE, and is sure to find ready buyers in your vicinity.
A double air jacket, yet all of one piece of steel. THE HARD, GLOSSY ENAMEL IS AS EASILY KEPT CLEAN AS A DINNER PLATE. Has no seams to cause trouble, or creases to make it hard to clean.
ABSOLUTELY GUARANTEED and backed by our long retained reputation for HIGH QUALITY.
Write us for catalogue and full particulars.

THE ENTERPRISE ENAMEL CO., Bellaire, Ohio.

GREENING

GREENING'S STEEL WIRE CHAIN

If you are interested in chains examine carefully the perfect mechanical construction of "Greening's." It is the most perfect chain made. We make it in 13 sizes. We use it exclusively in all our Halter, Dog, Tie Out, Cattle, Trace Chains, etc. You will make no mistake in handling our line exclusively.

CORRESPONDENCE SOLICITED
WE SEND CUTS WITH TABLE OF BREAKING STRAIN
SAMPLES, ETC., UPON REQUEST

THE B. GREENING WIRE CO., LIMITED
HAMILTON, ONTARIO -:-:- MONTREAL, QUEBEC

THE 4 CARDINAL VIRTUES OF THE FOX FLOOR SCRAPING MACHINE

1. Simple of Construction.
2. Easy to Operate.
3. Leaves a Perfect Finish.
4. Inexpensive.

Every Fox Scraper is guaranteed to do perfect work.

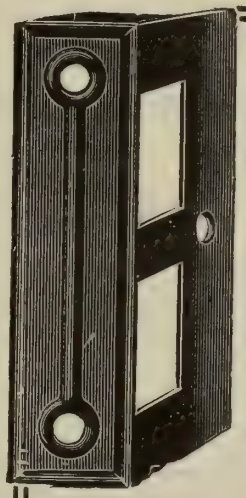


Manufactured by
FOX SUPPLY CO.
112 King Street
BROOKLYN, WIS.

THE FOX FLOOR SCRAPER IS SOLD BY:—

The E. Cavanagh Co., Ltd., Montreal
The James Walker Hardware Co., Ltd., Montreal
Durand Hardware Co. Montreal
Frothingham & Workman, Ltd. Montreal
Canadian Equipment & Supply Co., Ltd., Calgary, Alta.

Prompt deliveries will be made.
Write for Catalogue and Prices.



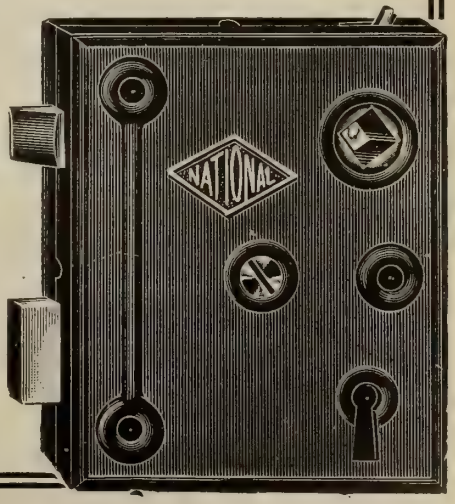
NATIONAL STEEL RIM LOCK

The *National* lock is *superior* to all others in simplicity of construction, strength, durability and quality of finish.

It will attract the *best hardware* buyers to your store. It will give perfect satisfaction.

The world needs a trouble saver—we have it. Let us convince you before you buy. Write for samples and prices.

National Hardware Co. Ltd,.
ORILLIA, ONTARIO. CANADA

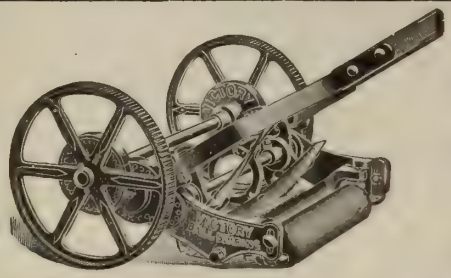


THE ENGINEER'S BEST FRIEND



SOLD BY LEADING DEALERS EVERYWHERE OR BY

Magnolia Metal Co., Office & Factory 225 St. Ambroise St., Montreal

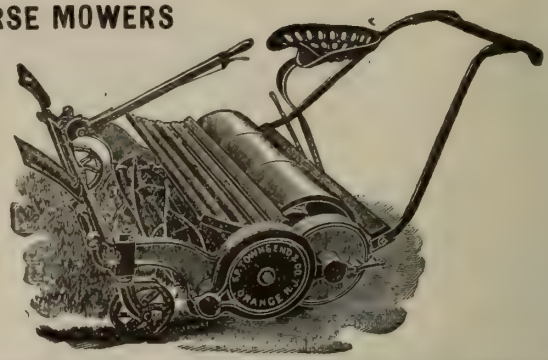


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers
Are Ball Bearing

SENT ON THEIR MERITS

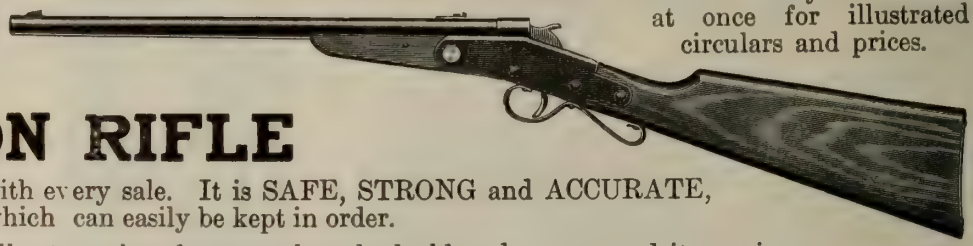


Write for Catalog

S. P. Townsend & Co.
ORANGE, N. J.

Right Now

is the time you should stock and boost the



Do not delay. Write us at once for illustrated circulars and prices.

HAMILTON RIFLE

as it brings good results with every sale. It is SAFE, STRONG and ACCURATE, with few working parts, which can easily be kept in order.

This 22 calibre rifle sells at a price that appeals to both old and young, and its service arouses the enthusiasm of every user. *For Sale by all Jobbers.*

C. J. Hamilton & Son - Plymouth, Mich.

CORRUGATED IRON

Prompt Shipment Guaranteed

EAVETROUGH, CONDUCTOR PIPE, ELBOWS, VALLEYS, RIDGE ROLL, SKYLIGHTS AND VENTILATORS

WHEELER & BAIN THE PROMPT SHIPPERS **TORONTO**

Goodell-Pratt's



62 Styles and Sizes

The extent of our Iron Level line is partially realized when you think of the 62 styles and sizes which complete it.

A level for every level need.

Iron Levels

In Our Catalog

Not only are these levels shown in our Catalogue, but over 1,200 other tools and devices, a great many of which should be in your stock if you are not already carrying Goodell-Pratt's Tools.

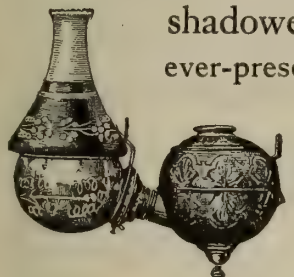
We want you to have it.

Goodell-Pratt Company

Greenfield, Mass., U.S.A.

Toolsmiths

IF there is within reasonable distance of your store any woman who cleans and fills lamps seven days a week instead of one day a week—who has the bother of odor, smoke and under-shadowed light and always that ever-present danger of explosion—it is because she does not know about the Angle Lamp.



All Styles, 1 to 8 Burners.

Angle Manufacturing Co.

244-246 West 23rd Street

New York City

For Increased Business

Sell the

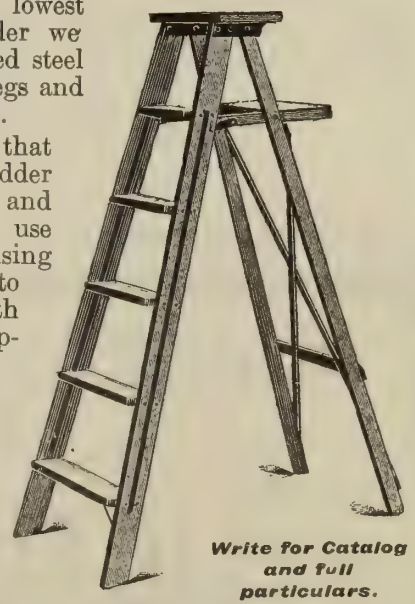
SHELF LOCK STEP LADDER

This is the lowest priced step ladder we make. Galvanized steel ears fasten the legs and risers to the top.

The lock that holds the ladder from opening and closing when in use is made by using strips of steel to form a hinge with the arms that support the shelf.

The shelf is always up when the ladder is closed and horizontal when in use. This is a very convenient and practical house ladder where short lengths are used, and it is certain to appeal to the public.

Made regularly 4 to 10 ft.



Write for Catalog and full particulars.

The Stratford Mfg. Co., Limited

Stratford Ontario Canada

Everyone is buying TABLE CUTLERY



bearing Trade Mark

DOMINION

TRY IT YOURSELF!

SOLE MAKERS:

HENRY ROGERS, SONS & CO., LIMITED

SHEFFIELD, - ENGLAND

Canadian Branch: 6 St. Sacrament St., MONTREAL

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices *Prompt shipment.*

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO.

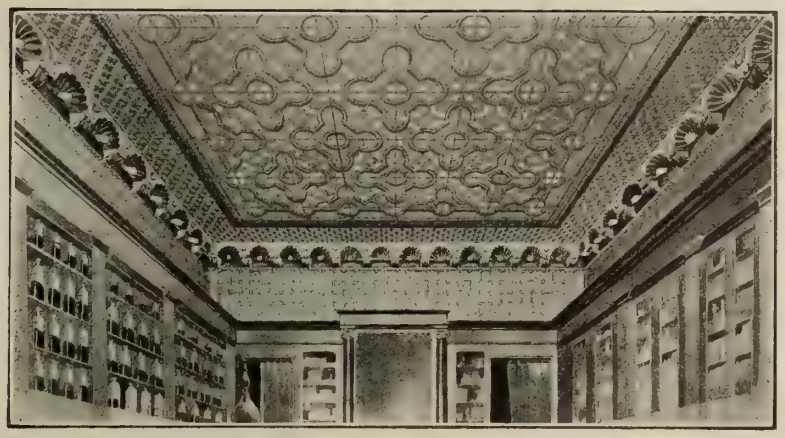
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.





METALLIC CEILINGS FOR STORES

There is money for you in selling them, in erecting them and in selling the paint to finish them. Write for our Catalogue and go in for this line at once.

The Metallic Roofing Co. of Canada, Limited

TORONTO, ONT. **Manufacturers** **WINNIPEG, MAN.**



Pink's Lumbering Tools

MADE IN CANADA

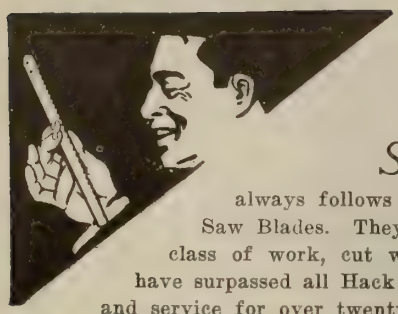
The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.
We manufacture all kinds of lumber tools. Light and Durable.

Send for Catalogue and Price List. **Long Distance Phone No. 87.**

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thos. Pink Company, Ltd., Manufacturers of Lumber Tools

PEMBROKE, ONT.



The Smile of Satisfaction

always follows the use of Star Hack Saw Blades. They will stand up to any class of work, cut with every stroke, and have surpassed all Hack Saw Blades in quality and service for over twenty-five years.

STAR HACK SAW BLADES

with fourteen teeth to the inch are suitable for all classes of work except tubing with walls less than 1-16 inch thick—for tubing of this thickness, Star Blades with twenty-four teeth to the inch are recommended.

25 Years of Good Work to Their Credit

Enterprising dealers everywhere sell Star Hack Saw Blades because they appreciate their strength, durability and cutting qualities.



Write for a copy of our FREE book "Tool Practice."

MILLERS FALLS CO.

28 Warren Street, New York City

A Good Year-round Seller !!

is within your reach. Seize this opportunity to stock

The "Tweed" Sanitary Chemical Closet

It will bring you surprising results

Bottom and top stamped out of 20 gauge Galvanized Steel and is very strong, durable, attractive and guaranteed to be absolutely sanitary, and to satisfy every user or money refunded. The only closet with closed-in top.



Up-to-date facilities and special machinery enable us to produce these superior grade closets at a very low price.

We will help you to get started by sending you circulars, talking points, or an expert salesman and cut for local advertising.

Large stock on hand, can ship promptly. Get after Fall business.

Write for Catalogue.

Steel Trough and Machine Co., Ltd.

TWEED - - ONTARIO

Stocked in West by

The J.H. Ashdown Co., Limited, Winnipeg, Saskatoon and Calgary

Gordon & Son, Eburne, B.C.

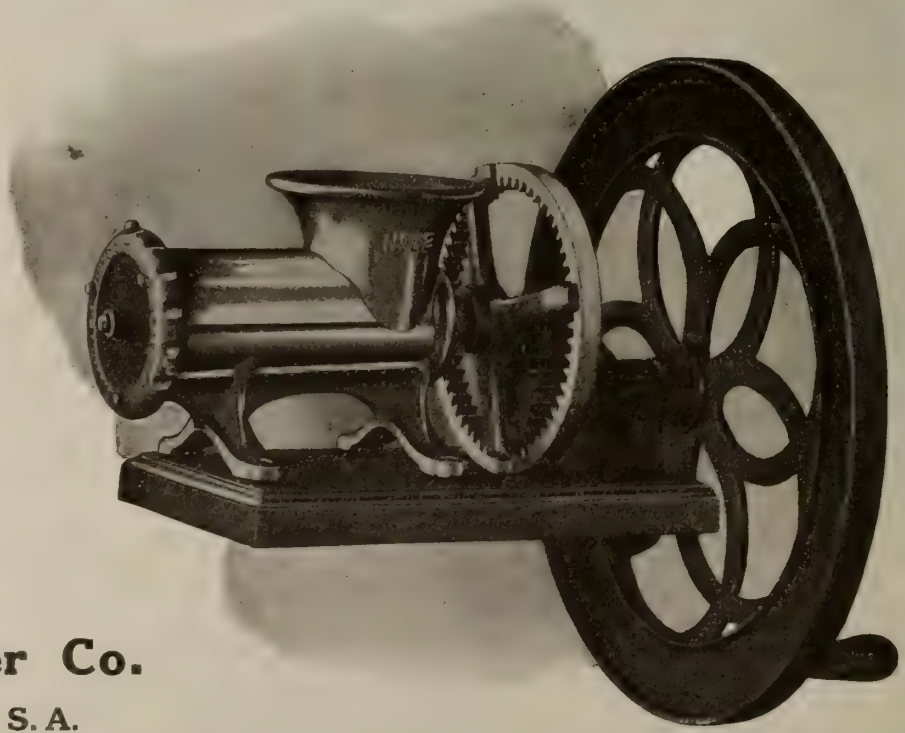
Add This MEAT CHOPPER To Your Stock

You Will Get Splendid RESULTS

Our Eclipse Double Gear Attachment has proved a great improvement on food choppers. It requires about one-third as much power as an ordinary hand chopper, and being more compact and durable should last an age, with proper attention. Can be placed in a convenient position for operating, is easy to adjust and separate for cleaning. Constructed of the very best material by expert mechanics. Display this chopper in your window and you will soon procure excellent results.

Write to-day for catalogue and prices.

We also manufacture **Refrigerator Door Fasteners, Refrigerator Hinges,** and various other articles that are a necessity to the butcher.



Bernard Gloekler Co.

PITTSBURGH, PA., U. S. A.

Preston Metal Garages

have met with such favor among automobile owners that they are becoming known all over the country. In order to handle inquiries coming in we want agents all over the country.

Every auto owner is a prospect. **Write to-day for full information in regard to the agency for your territory.**

MENTION HARDWARE AND METAL

THE METAL SHINGLE & SIDING Co. LTD

PRESTON ONT. MONTREAL QUE.

You Can Sell These Machines NOW!

They're hot weather washers because they wash clothes thoroughly without any labor

They Run Themselves



In every house where running water is available there is a possible purchaser.



MADE BY

Cummer-Dowswell, Limited

HAMILTON, ONTARIO

Agents:
W. L. Haldimand & Son, MONTREAL
H. F. Moulden & Son, WINNIPEG

D. PERES Barrel Brand CUTLERY

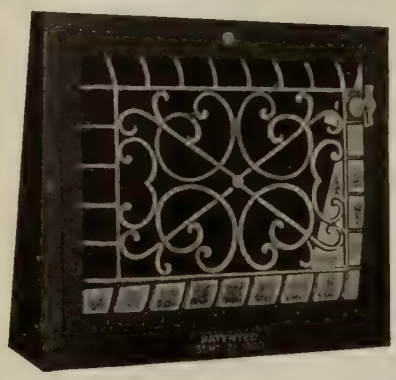
(Razors, Pocket Knives and Scissors.)





Canadian Agents: GREEFF-BREDT & CO., TORONTO

Western Office: Feilman, Gibson & Jardine, 222 Portage Ave., Winnipeg. Montreal Office: H. J. Stafford, 426 King's Hall



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black Japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario

The most handy and the most efficient Pocket Pistol of the Century is the "BAYARD" Baby Automatic Pistol, Calibre .32 (7.65$^{m}/_{m}$)

Cal .32 "The Little Giant"



Cal. 7.65$^{m}/_{m}$ "A Midget Automatic"

Weight of pistol, magazine empty	15¾ oz.
Weight of pistol, magazine filled	17 oz.
Initial velocity of bullet	837 ft.

Length of pistol	4¾ inch
Height of pistol	3⅜ inch
Thickness of pistol	⅝ inch

Penetration at 10 yards : Four ¾-inch Pine boards placed 2 inches apart
" 100 Three " " " "

The magazine is made to contain 5 cartridges.

The .32 cal. (7.65 mm) "BAYARD" Pistol has been designed to meet the demand for a **pocket** pistol **combining easiness of manipulation and simplicity** of construction with **maximum efficiency.**

Its size is that of a .25 cal. pistol, although it shoots **the powerful .32 cal. cartridge.**

The "Bayard" pistol possesses consequently **the advantage** of having a size **reduced to that of the .25 cal. pistols** and a cal. of .32 in. generally considered **effective** and heretofore found only in pistols of greater bulk. These features make the **"BAYARD PISTOL"** the **IDEAL POCKET ARM.**

Besides these advantages the BAYARD Pistol has the following points of merit:

It is easily taken apart. A cartridge can be removed from the barrel when the Safety locks the firing mechanism. Thanks to an ingenious recoil absorbing device the recoil is reduced to a minimum. The Safety can only be actuated when the pistol is cocked. All parts are interchangeable. Highest quality workmanship—You cannot shoot it until it is properly closed, making accidents impossible.

For sale by all leading wholesale hardware houses.

For Quick and Satisfactory Sales Try

"EMPIRE"

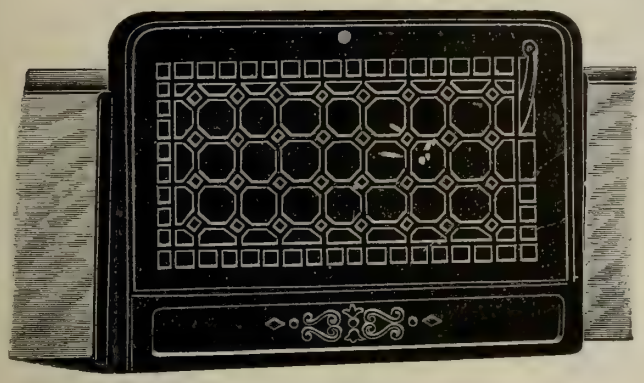
HOT AIR REGISTERS

These are two popular and very neat designs that are sure to attract those who are interested.

The "Empire Special" Register meets the demand for a register with a large opening. Has all the qualities that are required to assure the complete satisfaction of the user.



EMPIRE SPECIAL
New design, made in full sizes from 7 x 10 to 12 x 15



MOORISH DESIGN CAST REGISTER
Made in full sizes from 7 x 10 to 12 x 15

Made in Japanned, nickel-plated and oxidized

Write us to-day for full particulars, catalogue and discounts.

Other dealers are making good profits by handling this line—you can do the same. We guarantee to please you. *Do not Delay.*

THE

Canadian Heating & Ventilating Company, Limited

OWEN SOUND :: ONTARIO

Or The Canadian Heating and Ventilating Co. Branch:
521 Henry Avenue, Winnipeg, Man.

ALL YOUR CUSTOMERS WILL WANT THIS



Here Is What Has Been Needed to Make Perfect the Equipment of Fireless Cookers

"IDEAL" TRIPLICATE PAILS OF PURE ALUMINUM

For cooking several things at one time in one compartment of a Fireless Cooker.

Freight Prepaid on First Order for one Dozen or More Sets

BIG DEMAND FOR THIS ARTICLE

TRIPLICATE PAILS OF ALUMINUM is what has been lacking to make the equipment of Fireless Cookers perfect. As always we lead with the latest and best cooking devices—things the people want. These pails are made from heavy sheets of PURE ALUMINUM, seamless and have self-locking covers. Each pail has capacity for two quarts. Three together 9½ inches in diameter. Same diameter as 8-qt. kettle.



Not only the IDEAL equipment for a Fireless Cooker (any make) but also splendid for cooking several things at one time over one burner of a GAS or OIL STOVE.

Prices: Retail $3.00 per set

Dealers $24.00 per Dozen Sets.

Made Exclusively by

THE TOLEDO COOKER CO., 1319 W. Bancroft St., TOLEDO, OHIO

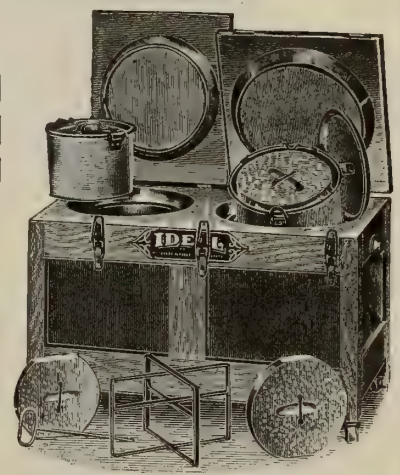
LARGEST MANUFACTURERS OF COOKERS IN THE WORLD

SPECIAL OFFER COUPON FOR TRIPLICATE PAILS

TOLEDO COOKER CO., Toledo, Ohio:
I understand as a Special Introductory Offer to dealers on your Triplicate Pails of Pure Aluminum, you will PREPAY freight on first order for one dozen or more sets.

Send me .....doz. Sets
..... doz. "Lifters"
Name .....
Address .....

TERMS: 30 days, net; 2% cash, 10 days.



"IDEAL" Fireless Cook Stove

The Cooker with the "Water Seal" top. Pure aluminum lining, vulcanized solid oak outer casting.

Finest built, Best Cooking, Handsomest Cooker on the Market.

Send for our catalogues and prices on Steam and Fireless Cookers. Write to-day.



Here is YOUR Chance

to make your range department more profitable and more satisfactory.

"Happy Thought" Ranges

are known from one side of the continent to the other and recommended by every housewife who ever used them.

The **"HAPPY THOUGHT"** works equally well with coal or wood and gives a longer and more reliable service than any other.

This is not a claim, but a fact, and we can prove it.

Get a **"HAPPY THOUGHT"** Catalog at once. Each sale brings a good profit.

The William Buck Stove Co., Limited

Calgary Saskatoon Vancouver Brantford Montreal Winnipeg



No. 1186 Coal Grate

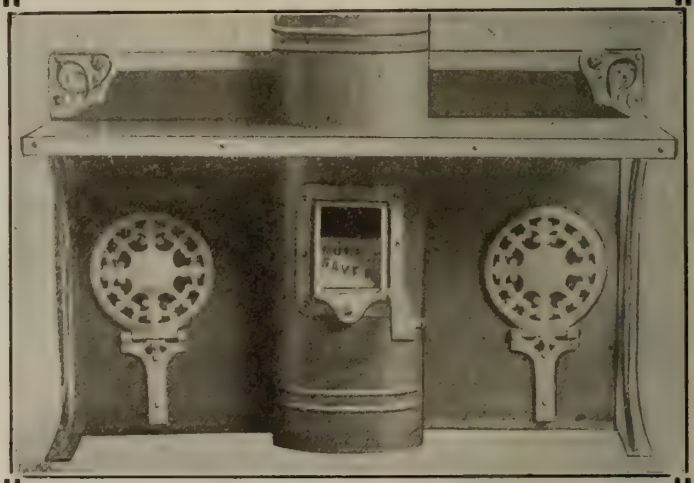
MANUFACTURED BY

The Ohio Foundry & Manufacturing Co.

STEUBENVILLE, OHIO, U.S.A.

Manufacturers of all styles of coal or gas burning fire-place goods, as well as andirons and wrought fire-place trimmings.

The Barker Fuel Saver



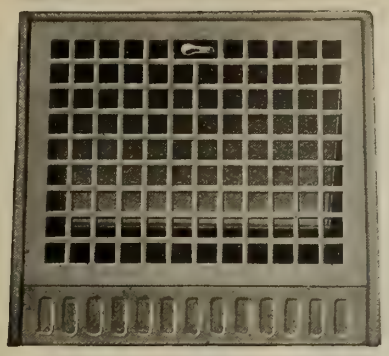
MAKES OUR RANGES QUICK SELLERS

The housewife will invariably choose our ranges because she can **save from 15 to 25% of the fuel.** The Fuel Saver enables her to keep the fire under perfect control.

Let us send you full particulars at once. Good profits await you.

Satisfaction absolutely guaranteed.

D. J. BARKER & CO., Picton, Ont.



STEEL BASEBOARD REGISTER
ALL STEEL
LIGHT SHIPPING WEIGHT

MR. FURNACE MAN

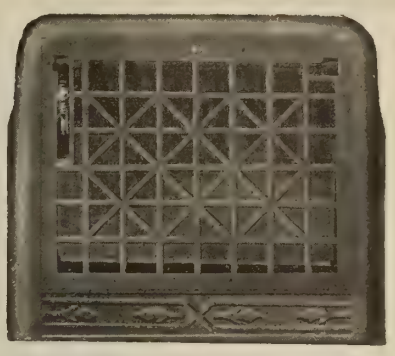
The only way to make money is by using

"The Ferrosteel Line"

of Registers

Our reputation is unequalled for highly finished goods—complete satisfaction guaranteed.

BASEBOARD and FLOOR REGISTERS
FACES and BORDERS
ALL SIZES—ALL FINISHES

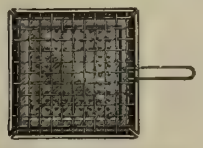


TORONTO BASEBOARD REGISTER
CAST IRON
WRITE FOR CATALOG and PRICES

CANADIAN FERROSTEEL COMPANY, LIMITED, BRIDGEBURG, ONTARIO



THE "IDEAL" TROUSER HANGER

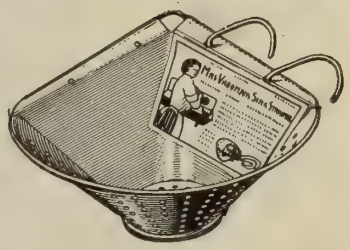


BREAD TOASTER

Your NOTION COUNTER Will Bring Better Results

If You Sell Our

HIGH GRADE GOODS



If you are not selling them send us a trial order at once.

They are well made and excellently finished, and are certain to be the choice of the most critical of buyers.

Our prices are low. We ship promptly.

Write for complete catalogue on all our lines.

Andrews Wire Works of Canada, Ltd., WATFORD, ONT. ROCKFORD, ILL.



Four Sizes
Nos. 10, 20, 30, 40

McClary's

FOOD CHOPPERS

with steel self-sharpening cutting plates

CUT

Meat, Vegetables, Bread, Etc.

CLEAN

Smooth, bright re-tinned finish. Hopper of ample capacity.
All parts easily cleaned.

McCLARY ON GOODS IS A QUALITY NAME

McClary's

McCLARY'S SHIP QUICK

Toronto, Montreal, London, Vancouver, St. John, N.B., Hamilton, Winnipeg, Calgary, Saskatoon

THE "PANDORA" RANGE

There is more than sixty years experience behind this range.



There is no difficulty in selling this range. Put one on your floor it will sell itself.

SOME FEATURES:

SEMI STEEL LININGS last years longer than ordinary cast iron.

3 BAR SHAKER GRATES—You can shake down one part of the fire without disturbing the other.

NICKELLED OVEN radiates heat rapidly and uniformly to all parts of the oven.

BURNISHED TOP easily kept clean, reduces housework to a minimum.

There are many other features---Write for our Pandora booklet

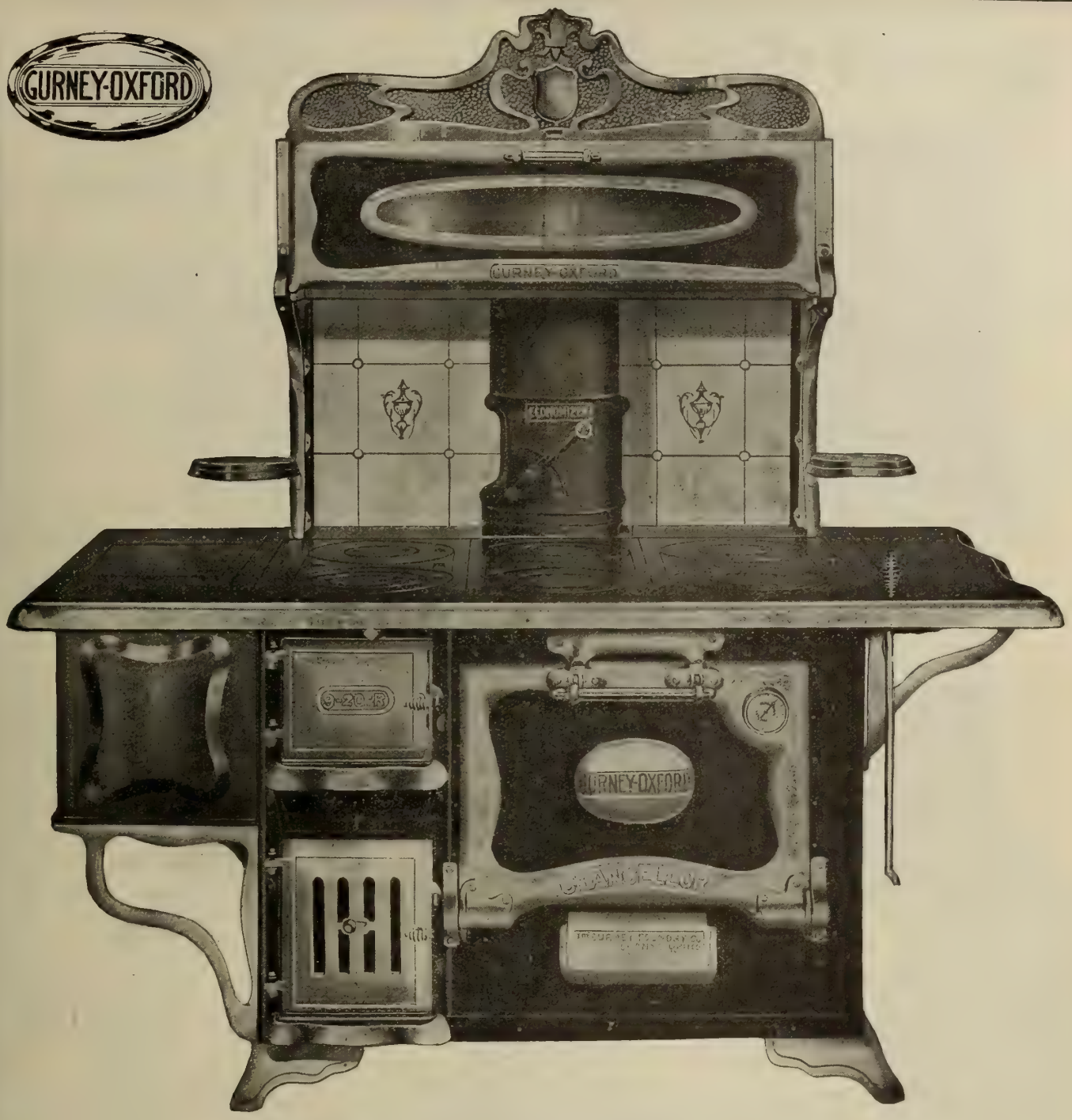
McCLARY ON GOODS IS A QUALITY NAME

McClary's

McCLARY'S SHIP QUICK

Toronto Montreal London Vancouver St. John, N.B. Hamilton Winnipeg Calgary Saskatoon

GURNEY-OXFORD



Another Good Reason

When $25 to $75 is involved in buying a range you may be sure that Madam is very careful how she spends it. Nearly every woman "goes the rounds" of all the different lines to learn their relative merits. In fact, she looks at so many makes of ranges that in the end she has such a confusion of stove information (most of it all technical) that she turns round and buys the range that looks the best.

And that's where you have the advantage over the other fellow if you are a Gurney man. Judge yourself, by looking at the picture.

And, furthermore, it does not matter how much information a customer gets—then forgets—they always remember the "Economizer," for in a short time it is going to pay for the range by the coal it saves, and at the same time generally simplifies the operation of the stove.

Then there are many, many other features with which to finally convince a customer—ask us for our complete catalog and investigate the whole line. A card will bring it by return mail.

Gurney Foundry Co., Limited, - Toronto

Montreal Hamilton Winnipeg Calgary Vancouver

Jewel Stoves and Ranges



Style RF

1912

ROYAL JEWEL

"The Range of Quality"

Superior design and elegant finish, time-saving, labor-saving and money-saving features unite to make the **ROYAL JEWEL** the most beautiful, the most up-to-date, and most perfect steel range on the market to-day.

The **ROYAL JEWEL** comes to you a **finished product,** the result of 50 years' experience in the manufacture of Stoves and Ranges.

You should know more about the **ROYAL JEWEL.** Write us. We'll send you a whole lot of interesting information.

Make the ROYAL JEWEL your leader and you are sure of the best stove trade in your locality

Ask us to explain our new systematic, direct-to-consumer advertising and its relation to your sales.

Tighten your grasp on the stove business — handle the Jewel line.

JEWEL TRADE MARK

Our "Social Jewel" is a new, low-priced, cast-iron range that should command your attention. It has splendid working qualities. It is a thoroughly reliable range, handsome in appearance, with loose nickel trimmings. Ask about it—the Price is Right.

The Burrow, Stewart & Milne Co., Limited

ESTABLISHED 1864

HEAD OFFICE AND WORKS—HAMILTON, ONT.

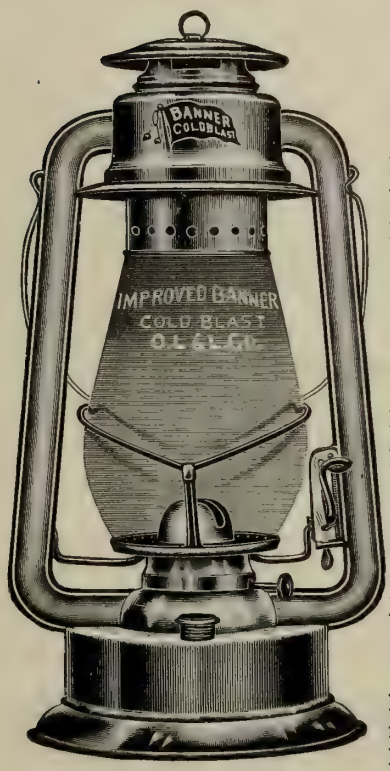
OFFICES AND WAREROOMS AT TORONTO, MONTREAL AND WINNIPEG

Western customers please address all communications to 130 James Ave., Winnipeg

THE BANNER

BALANCED DRAUGHT
GALE PROOF

LANTERNS



Powerful White Light

Positive Safety Lock

Large tank

holds oil for 30 hours' use.

Buy the Banner and give your clients the best and strongest lantern made, each one fitted with B wick and lead globe suitable for hot or cold weather.

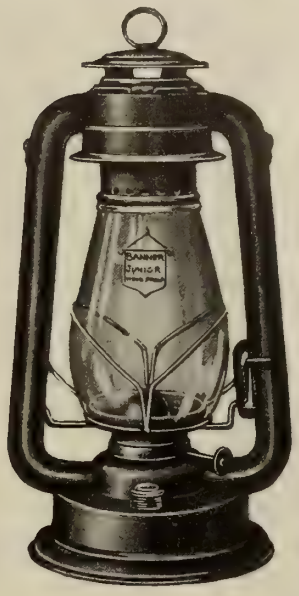


Little Bobs

Household Lantern made in plain tin or solid brass, a neat little lantern for many purposes.

BANNER JUNIOR BRASS LANTERNS

Wind Proof



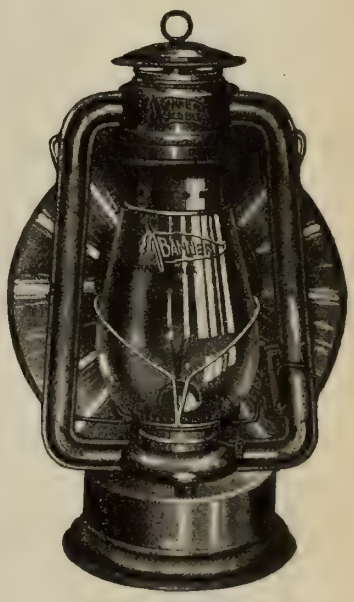
Ten Candle Power Light

Positive Safety Lock

Made for particular people.
Beautifully finished.

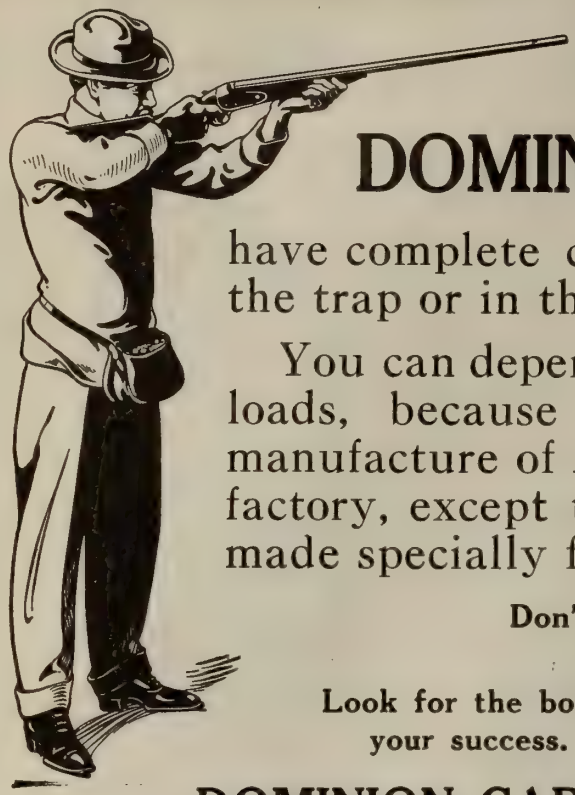
Banner Search Dash Lanterns

The regular Banner Lantern fitted with a powerful reflector. Users of this lantern can travel on the darkest road with safety. Price very reasonable.



CAVERHILL, LEARMONT & CO.

MONTREAL



Shooters who use

DOMINION AMMUNITION

have complete confidence of the best results at the trap or in the field.

You can depend on the regularity of Dominion loads, because everything entering into the manufacture of Ammunition is made in our own factory, except the Smokeless Powder, which is made specially for us.

Don't forget to ask for Dominion Shells and Cartridges.

Look for the box bearing our Trade Mark, which insures your success. Every box is absolutely guaranteed.

DOMINION CARTRIDGE CO., Limited

MONTREAL - CANADA

ANTI-DUST

SWEEPING POWDER

Will Clean Up Big Profits

It has a sweet wholesome odor and at the same time is a strong disinfectant. Anti-Dust is a life preserver because it kills all disease germs. No dust while sweeping.

It is the only sweeping powder which kills moths, insects and disease germs, makes carpets look like new, reduces the expense of frequently washing uncarpeted floors.

Housewives who use it are enthusiastic advertisers. Introduce it in your vicinity and your sales will rapidly increase.

WRITE FOR FULL DETAILS AND PRICES **We supply you with effective display matter**

MacLAREN IMPERIAL CHEESE CO., Ltd.

DISTRIBUTORS FOR ONTARIO

SAPHO MANUFACTURING CO., Ltd., 586-588 Sanguinet St., Montreal, Que.

Ottawa, Toronto, Quebec, Winnipeg

A System for Compiling Display Statistics

Hardwareman Has Method of Keeping All Information With Reference to Window Trims For Future Reference—The Advantages of the Idea—Some Samples of Effective and Seasonable Window Trimming.

It has been said that art and system never go together. There are grounds, undoubtedly, for the statement. The typical artist is Bohemian to his fingertips. He works when the spirit seizes him, orders his life to suit himself, and generally turns things topsy-turvy. The poet is equally free from the trammeling influence of convention. He and system are utter strangers.

There are some forms of art, however, which can be worked out only on a systematic basis. The work of the window trimmer is a form of art. He arranges in the window a picture which is designed to fulfill the same function as a picture on canvas—to attract and rivet attention; only he uses real articles to make up his picture instead of painting it. To achieve the fullest measure of success, however, the window trimmer cannot imitate the dilettante methods of the artist. He has to work on a definite system, following rules which experience has taught to be the best. He must keep right "down to brass tacks."

In a previous article something was said with reference to various systems which should be followed in planning out displays, in arranging material, in securing ideas and generally speaking, in striving after the best results. It is our intention in the present article to deal more intimately and fully with the question of a proper system of scheduling window displays.

This is the second of a series of articles dealing with the question of a proper system to govern window trimming. The first appeared in the August 17 issue.

It must be borne in mind that the window trimmer—unlike the artist who can seize his brush and depict anything which happens to strike his fancy—the window trimmer cannot make indiscriminate use of any material at his disposal. He is bound by seasons and by the condition of the stock in the store. Thus, he may have a splendid idea for a display of a certain line of goods, but not be able to make use of it because it is more important that other lines should be moving. To make sure that the window space is being used to the best possible advantage, the trimmer has to carefully plan out what lines he will use, well in advance, thus seeing that each article gets its turn at the proper time.

A Perfect System.

A perfect system to cover this phase of the work has been evolved by a Canadian hardwareman—perfect, because it not only insures the best results, but lessens certain difficulties and does not entail any great amount of labor. In brief, the plan is to keep a schedule mapped out a month in advance and to carefully tabulate statistics with regard to each display put in. Information is put down under the following heads:—Date of display, condition of weather, lines shown, description of display, amount of sales during the period and suggestions for the next display of the same kind.

It will be at once apparent that the window trimmer with information of this kind, relating to trims which he has put in for some years back, would find the work of planning out future displays considerably lessened. If he wanted to arrange a binder twine window, for instance, he could look back over his records and find what time of year previous displays of twine had been put in, what sales were made, and what new ideas for future use had cropped up at the time. He would thus be able to figure out when the projected display should be made to insure the best results. Further, by comparing the sales records and the styles followed in the construction of each window, it would be possible to figure which idea had been most successful in working up business; surely an invaluable hint in going about the arrangement of a further display of the same line.

To compare the results, it would be necessary to carefully note the sales during the time that the display was left in the window and also note how the same lines continued to sell for a fortnight, say, after the display was withdrawn. This is a necessary step because with many lines the results of a display may not be felt for some little time. Thus an early display of Christmas goods may bring sales a fortnight after it is first put in. Here is a case in point. A certain window trimmer put in a display of preserving kettles early in the preserving season. The stock was taken out a week later with a certain feeling of chagrin because up to that time not a single preserving kettle had been sold. A few days afterward, however, two sales were made. The next



Two seasonable window displays arranged by L. A. Phaneuf with A. Latham, Moose Jaw. To the left is a sporting goods display and to the right a unique arrangement of harvesting supplies.



A display which was arranged late in May to catch the June trade by Mr. Phaneuf—This window brought big sales.

day there were more sales and for two weeks a brisk business was done. It was quite obvious that the display had been put in a little too soon. Still it had done its work. Housewives had seen the display and been impressed. When preserving time began and they needed kettles, they trotted down to the store where they had seen that display.

The advantage of the system outlined, in dealing with a situation of this kind, is obvious. The record would show that too early a date had been set and in succeeding years the display would be put in later to insure still better results.

Experience is a great teacher but it is a common fault to forget its teachings. To a window trimmer of receptive mind, every display is full of suggestions. When it has been completed, he can see many ways in which it could have been improved. If he can't, others can. If the ideas which thus come up were noted down, they would be found of inestimable value when the time rolled around for the arrangement of a display along the same lines. We believe that ideas for the improvement of his work invariably crop up in the mind of the window trimmer when he studies his completed display, but in a majority of cases, the ideas are not put down, and are forgotten in time. Certainly, in this respect system is badly needed.

Of course a system of this kind entails a certain amount of work. A few minutes spent each night in totalling sales of certain lines, however, would supply the necessary information. The writing of descriptions would not take very much time each week. To a man thoroughly interested in his work, it would be more profitable and less laborious than keeping a diary.

Keep a Month Ahead.

System is needed again in determining what displays are to be arranged. In the opinion of the writer, a schedule should be made up for each month and the trimmer should always have his list arranged for a month ahead.

This plan gives the trimmer an opportunity to think out new arrangements and to utilize matter which he happens to run across. For instance, he knows that during the week of October 14 he will have one window devoted to andirons, coal hods and similar lines. He may run across an idea or an illustration in a magazine which contains a suggestion. Ordinarily, he would pass it by, but with that date in mind, it occurs to him that the idea will be of practical use. He notes it down.

When work of any kind is left until the last moment, it is not always possible to lay one's hands on the desired material, or to force the brain to respond with suitable ideas. Given a longer period of preparation, the necessary ideas and data can always be secured.

Seasonable Displays.

Window displays must be seasonable and the system outlined enables the trimmer to make all his displays thoroughly up to the minute.

The accompanying illustrations show the work of a clever western window trimmer who has a perfect genius for keeping his displays seasonable. Some of the work of L. A. Phaneuf with A. Latham, Moose Jaw, has already been presented to readers of Hardware and Metal and it has always come in for universal commendation. The displays herewith shown are the work of Mr. Phaneuf and they speak for themselves.

The sporting goods window was an eminently seasonable one, being put in the latter end of last month. The background was made of white crepe paper with blue cheese cloth for trimming.

The display of threshing supplies was an unique one in a number of respects. The background was of white crepe paper trimmed with sides of leather. The window imitation was also done in leather cut in strips. On the floor a number of articles essential to the trimmer were shown, such as pumps, belts, oilers, greases, wrenches lubricators, injectors, hose, oils.

The harvest moon was suspended between the grill and the background. The moon was of light yellow cotton puffed and was lighted with five 2 c. p. electric

Continued on page 41.

The Reason for Tin's Upward Leap

The Demand Has Grown Tremendously, And the Supply, While Larger Now Than Formerly, Has Not Increased Proportionately. Every Decrease in the Reserve Has Been Followed by an Advance in the Metal. The Reserve is Now Exceedingly Low, and Much of This Reserve is Afloat.

Let the dealers who lament advances struck from time to time in the ware they buy, cast their eye over, the accompanying chart, which shows the fluctuations of tin on the Primary market. This will give them cause for thanksgiving that the price of tinware has not advanced with the price of tin. In 1850—just a little more than sixty years ago—tin was selling at an average price of £77. To-day it is quoted in London at £226 10s, and still the tendency is upwards. The rise in price has been remarkable, yet it is not very hard to understand why this result has come.

Figures which are on record make it very plain that production has fallen off—not ton for ton perhaps, but the extra production has not nearly equalled the extra consumption. The result therefore, has been a decrease in the reserve—a decrease which during the last few months has become alarming.

Comparing Reserve and Demand.

Take the situation at the present time, forgetting the old low level of £52 10s, which was reached in 1878. What can be more remarkable than the advance in price since 1909. An average of £192 in 1911, and a price to-day, which, considered with the prices of the past few months, show that the average this year will be even higher?

There is much talk of syndicate, when tin is considered. And rightly so. But the syndicate is a thing indefinite. Little is known of the personnel of this syndicate, and it is far from certain what steps it will take next. The reserve supply, however, and the demand, is something which can be measured pretty accurately. Perhaps the reserve is controlled by the Syndicate—which can regulate production to some extent—but even so the reserve is a thing which can be measured.

Only Two Weeks Supply.

At the present time it is found that the reserve is lower than it has been for many years—lower indeed than it has ever been, as far as can be told. Some estimates have put the supply of to-day at twelve or thirteen thousand tons, but private advice from Lonodon, to one of Canada's largest metal houses, states that this estimate is much too large. The reserve to-day, it is declared, is not really in excess of 9,000 tons—about two weeks supply—and all but 3,706 tons of this is afloat.

With this greatly reduced supply there is a demand for more tin than ever before. Tin is being used in more ways. The growing favor of metal roofing has brought a new demand for the metal. So with other things. Manufacturers in Canada are using much more tin than in former years, and it is so in all countries.

Some Enlightening Figures.

A glance at statistics will show something of this question of supply. In 1902 there was a reserve of 17,027 tons (2,240 pounds). In 1905 the supply dropped to 13,492 tons, and the price of tin advanced. In 1906 the reserve fell to 12,417 tons, and tin touched an average of £180 12s 11d. The supply in 1909 became greater, being quoted at 19,803 tons. This increase in the supply, it will be noted, brought with it a decrease in the cost of the metal. The average price for the year being £133 4s. 4d. But in 1911 the reserve fell off again, the stock being 16,404 tons. Then this year reserves have sunk lower, below the ten thousand ton mark. With the fall has come a great advance in values.

Just what has caused the decrease in the reserve is hard to say. Some of the mines are less productive than they were—but not all. Perhaps the great reason is the tremendous increase in the consumption. It eats up any increased production there may be, and gnaws into the reserve. Take an example. In the United States alone the consumption in 1902 was 2,825 tons per month. In 1911 this consumption had risen to 3,692 tons a month—an increased consumption of 867 tons a month or 10,404 tons in the year. That increased consumption for the one country would more than eat up the world's reserve at the present time.

Market Less Spectacular.

One change which has come in the last year—and a change which is worthy of note,—is a change both in the syndicate which largely controls the market, and in the methods adopted by this syndi-

(Continued on page 42.)

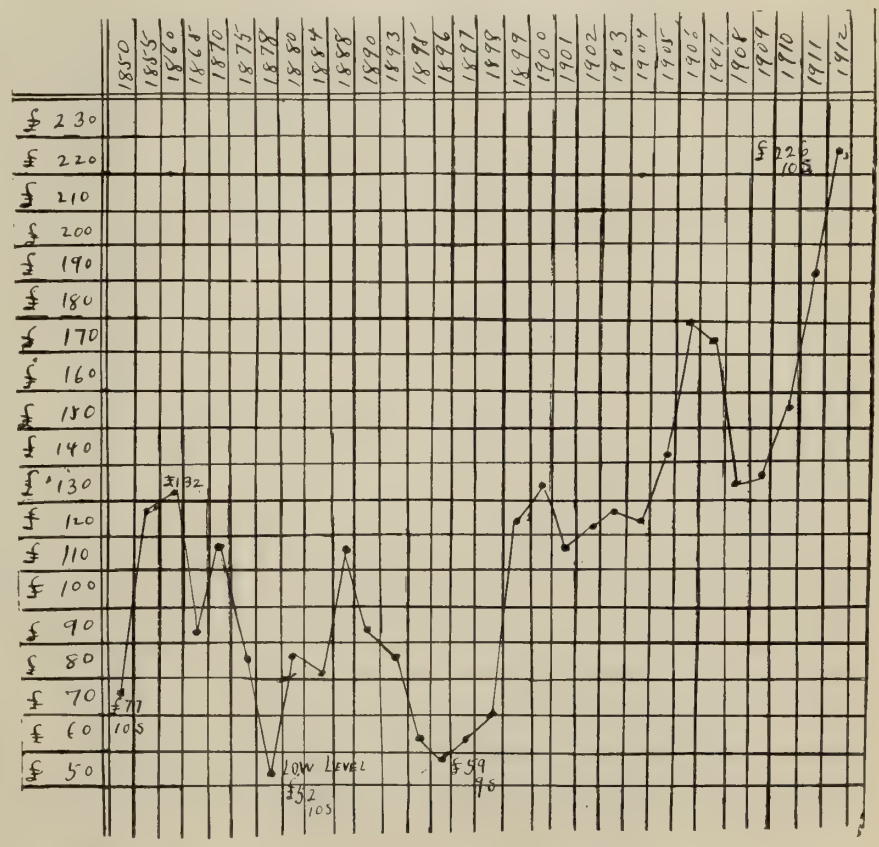


Chart showing the fluctuations of tin for the past sixty years. The prices shown are averages for the year, it must be remembered, with the exception of the low level of 1878 *and the price of to-day. It should also be borne in mind that in June,* 1911 *tin sold as high as* £233.

HARDWARE AND METAL

(ESTABLISHED 1888.)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES

Montreal - 701-702 Eastern Tp. Bk. Building. Phone Main 1255.
Toronto - - 143-149 University Avenue. Phone Main 7324.
Winnipeg - - 34 Royal Bank Building. Phone Garry 2313.
Vancouver, B.C. - - - H. Hodgson, 18 Hartney Chambers.
London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
New York R. B. Huestis, 115 Broadway, N.Y. Phone 2009 Rector
Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234.
France John F. Jones & Co., 31bis Faubourg Montmartre, Paris.

SUBSCRIPTION

Canada, $2; United States, $2.50; Great Britain and Colonies, 8s 6d; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

THE ADVANCE OF GLASS.

The outlook for sheet window glass is very uncertain. Conditions are such that price advances in the future seem to be unavoidable and there is a very grave danger of a shortage developing. The hardwareman should watch developments in respect to glass very closely and, as far as lies in his power, prepare for future contingencies.

Sheet window glass is still advancing in Europe and the scarcity of the commodity is becoming more apparent all the time. The best works are crowded with orders. It is understood that, so great is the volume of work they have ahead, that they are refusing to quote prices until the new year. It is impossible to say what prices will then be asked. Unless there is a radical change in conditions, however, the quotations will be high.

The retail hardwareman is very directly affected by the condition of the glass market and a word of warning will be in place. It will not be wise to postpone ordering; for the scarcity seems bound to intensify and certainly the price will not come down. It would also be just as well to conserve stocks, for it will not be possible to duplicate them except at much increased prices.

CUT DOWN IDEAS.

All will remember those trousers, which, in the old days served first father, then big brother, then you. They were not discarded because they were too large for you. They were cut down. Strange as it may seem there is a lesson in these old trousers.

A number of hardwaremen to-day are lamenting the fact that their business is small, that they have not a large number of men working for them. They read of a fine business method. "Yes," they say, "that would avoid losses and would help in ordering, but the system is for a man with a big business. I can not use it." Let such men think of those long serving trousers. Let them cut down the methods which come to their attention to meet their own needs. It is doubtful if one man in a hundred gets an idea which is exactly suited to his business. But the idea shows him what his business lacks. He can apply another man's system to his own particular use.

Why, the man doing business on a fairly small scale has a better chance to operate money saving systems than has the manager of a large concern. He can give a closer personal supervision to the operation of the system. Let not the small dealer call a halt, therefore. Let him cut down the ideas of others to suit himself, but let him use them.

ERA OF HIGH PRICES.

Present conditions point with unerring finger to certain developments in the year that is ahead.

Buyers next year must be willing to pay materially higher prices in many lines. All indications point that way. The present trend of the hardware market is steadily upward and with metals scarce and high, there is every prospect that the climbing process will be continued. Retail hardwaremen cannot afford to ignore this self-evident proposition.

MODERN DOGS IN THE MANGER.

In the past few days several cases have come up wherein clerks and salesmen have been keeping valuable information in their heads. They would put nothing on paper where it might be used by others. If questioned perhaps all would answer in the words of one, "Why should I pass on my knowledge? If I do another man may get my place."

Cowardice, unreasoning cowardice. The kind that causes men to fret and worry; the kind that makes men old.

Why should not a salesman keep a list of the prices he is to quote on certain goods? Why should he not jot down all valuable facts relating to these goods? To begin with he owes this to his employer. If a salesman gets sick, or is away on a holiday, the one slipping into his place temporarily will be greatly handicapped unless there are memoranda giving the required information.

And what harm can such memoranda do the regular salesman? "It will enable the one under me to take my place," some will say. Of course it will, and the wise man is glad of it. How can he be fitted to take the position above unless he gets such assistance from above?

When men think less of keeping the man below them down, and think more of pulling themselves higher up, they will do better for their employer and themselves. Having a man to step into one's shoes is an advantage. Many a man has been denied a promotion because there was no one fitted to take his necessary place.

A dog in the manger is a dog doomed. There is no place for him but the manger.

MISDIRECTED ENERGY.

A story is told of a man employed by a farmer to dig a well, exemplifying a case of misdirected energy. The man dug the well so crooked that on the third day he fell out of it.

Misdirected energy is a great handicap to many a dealer. Instances are numerous where merchants have worked early and late to get a little ahead, only to find their hopes blasted by lack of energy along the right lines.

One of the principal causes of the difficulty is the absence of a plumb line to determine the standing of the business from time to time. There are too many groping about in the dark so far as their bookkeeping operations are concerned. They fail to keep proper account of the amounts owed and owing; they do not get after their accounts while their wholesale never forgets to forward the everlasting invoice. The inevitable result of such a

course is a rapid depreciation of the bank account and eventually, failure.

The dealer must remember—as the best dealers do—that hard work is not the only avenue to success. There must be something behind work—there must be system in all departments of the store. Only then can energy be properly directed and the well dug straight.

POINTED EDITORIALS.

Watch the glass market closely.

* * *

Stove dealers should not forget the old adage, "Come early and avoid the rush."

* * *

The purchasing power of the once almighty dollar is becoming less all the time.

* * *

Iron has reached a record price. But iron is not the only line going after the altitude record.

* * *

Be sure and enter your best stove window in Hardware and Metal's window display contest.

* * *

Just 102 days to Christmas. A few far-seeing persons are already out on a still hunt for suitable gifts.

* * *

Ontario hardwaremen should not neglect to comply with the terms of the Offensive Weapons Act this fall.

* * *

A spanking machine is the latest labor-saving device. An automatic floor-walker for the soothing of fretful infants may be invented yet.

* * *

The Outlook says, and says well:—"We may reasonably expect from every honest advertiser of honest goods cordial co operation in our endeavor to guard the public against the dishonest advertising of dishonest goods."

* * *

Western dealer reports the sale of the first snowshovel of the season. There are people seemingly who can contemplate shoveling snow as other than a laborious practice to be dodged whenever possible. The man who would buy a snowshovel so early must be a model.

* * *

Arm-chair theorists have found many ways of reducing the high cost of living. There is only one certain way. Get back to the simple tastes of the last generation, forget the luxuries that you have come to regard as necessities, don't go to the theatre and the ball game so often. But, after all, who wants to cut down the cost of living at that price?

* * *

Having succeeded in converting summer into a fair imitation of fall, the weather man may try his hand on the seasons ahead of us. He probably could not suit the hardwareman better than by rigidly adhering to custom and bringing ona good old fashioned winter. Cold weather means an active demand in many lines of hardware, and a brisk Christmas trade.

* * *

Look after the little things and the big things will look after themselves. So runs the old, and therefore, truthful, adage. The dealer who concentrates on coppers, nails down nickels and diverts dimes will find that the dollars will come of themselves. Still there is such a thing as becoming narrow if the big profit is sought only through the medium of small profits.

Pathfinders of Commerce

AT the last convention of the Southern Hardware Jobbers' Association was established a roll of honor for all who have traveled continuously for at least thirty years in calling upon the hardware trade of the south. Seven were found eligible and they were formed into the "Old Guard Southern Hardware Salesmen's Association."

It was a tactful tribute to the sterling qualities of the seven men who had stuck to their guns through thick and thin for three long decades. The incident is quoted, however, for the primary object of pointing out the growing appreciation of the importance of the traveling salesman. One of the "Old Guard," in recounting his experience, makes reference to the fact that the traveler is to-day regarded as the correct channel of trade creation—a proposition little realized and less placed into practical operation 30 years ago.

The ideas of business men have widened wonderfully on the subject of marketing goods. It is now pretty generally recognized that personal contact is needed to create a large market. A half-hour canvas from a jovial-spoken, persuasive-tongued traveling salesman will make customers of men who, either through indifference or personal objections, could never have been reached in any other way. The traveler is the pathfinder of commerce.

The popular conception of the duty and worth of the traveling man is widening all the time. It is now being seen that the traveler is more than a salesman of goods of the house he represents. He is a connecting link between the retailer and the larger markets from which the retailer draws his supplies; a very necessary link too. The merchant whose experience is confined to his own business pretty largely can learn much from the traveler. The traveler keeps his customer, the merchant, in touch with developments in the trade, advises him on occasions, gives him hints and suggestions. Further than that, he helps to raise the standard of retail salesmanship by giving his customers fullest information about his goods—information which can be used in the sale of the goods to the consumer. The part of the traveling salesman does not cease when he has secured his customers signature to an order. The onus rests to some extent on him of seeing that the merchant sells the goods in turn and is ready to place another order on the next trip. Yes, the salesman has become an important link in the chain of commerce.

To hark back to the "Old Guard" Association of the Southern States, one cannot help expressing admiration for the men who compose it. Thirty years is a long time to serve in any capacity, but particularly long as a "knight of the grip." The life of the traveling man is not the easiest that one could choose. It has its advantages but there are disadvantages as well. It is an excellent training ground and most of the men at the top to-day at some stage of their careers fared forth with sample case to wring business from a more or less unwilling public. But when years begin to multiply on his head, the average man desires some occupation rather less strenuous. He generally becomes stationed behind a desk. When a traveling man stays with the game as long as these southern veterans have done, it can be taken for granted that he is the possessor of a number of very valuable qualities. He is a sticker and an enthusiast; he does not mind work; he has the great gift of making friends and the still greater gift of holding them.

Forms Which Detect Shortages

Great Interest Taken in This Problem of Securing Rebates for Shortages and Damages Which Was Discussed Last Week—Something of Delivery From Store to Customer—How Can This be Checked?

"In the last issue of Hardware and Metal, there appeared under the heading, "Methods which save large sums," an article of great practical value. It explained methods adopted by Mr. Max Hill, of the James Walker Hardware Co., by which he is able to keep track of his stock and to determine when it is wise to order. It also explained how Mr. Hill keeps track of incoming shipments, and how this helps him secure claims for short shipments or damaged shipments. The article, though very valuable as it appeared, would be yet more valuable if the forms which Mr. Hill uses were reproduced."

Plans Went Wrong.

The reader who expressed himself in this way undoubtedly hits the mark. The writer of the article to which reference is made also appreciated the value of the forms used by Mr. Hill. He asked and received permission to have these forms reproduced in Hardware and Metal, but alas, "the best laid plans of mice and men gang aft aglee." It was found that the forms required some attention from the art departmnt, before they could be reproduced properly, so they had to be omitted from last week's issue.

But the occurrence is not very serious. The forms may be given here with a brief summary of the explanation given last week; and those who do not get the complete idea may refer back to their number of September 14. This will show the advantage of keeping back copies.

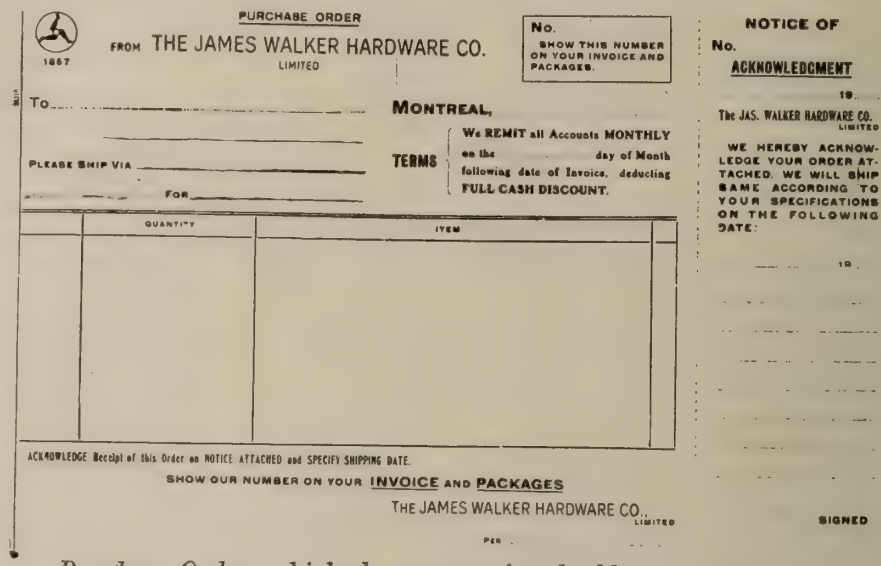
Enables Accurate Estimates.

The first cut shown is a reproduction of the sheet by means of which Mr. Hill is enabled to keep careful tab of his stock. In the space at the left is written the name and the number of the article. Then, a little further to the right, are three columns. In these are entered the amount of the article used in cash of the last three years. Here is very valuable information. By a consideration of present day conditions, and a study of what amount of a certain line he has sold in each of the past three years, a dealer is able to estimate very nicely what he will need of this line during the coming year. As Mr. Hill points out, this information is exceedingly valuable where contracts are being placed, as with white lead or nails.

Still further to the right are twelve columns, one for each month of the year. The column opposite each class of goods is divided into four squares. In the lower left hand square is noted in pencil the amount of the particular article which is on hand. Above, in the upper left hand corner, is noted in black ink, the amount ordered. Then, when the invoice comes, the lower right hand corner is used to record in red ink the amount of goods received. Each month stands separate, but each indicates clearly what will have to be ordered for the next month.

Sheets of Three Colors.

In the second cut is shown the form used to facilitate the proper checking of stock, and to make possible the prompt payment of claims where these are necessary. The form shown is but one of three. One is printed on white paper, one on yellow, and one on pink. That color scheme is important, let there be no mistake. The order wanted is written on the white slip, and a carbon paper beneath copies it on to the yellow sheet. There is also carbon paper to make a copy upon the pink sheet, but this carbon paper is so cut that the articles wanted are alone reproduced, the



PURCHASE ORDER

FROM THE JAMES WALKER HARDWARE CO. LIMITED

1857

No. SHOW THIS NUMBER ON YOUR INVOICE AND PACKAGES.

To

MONTREAL,

PLEASE SHIP VIA

FOR

TERMS: We REMIT all Accounts MONTHLY on the day of Month following date of Invoice, deducting FULL CASH DISCOUNT.

QUANTITY | ITEM

ACKNOWLEDGE Receipt of this Order on NOTICE ATTACHED and SPECIFY SHIPPING DATE.

SHOW OUR NUMBER ON YOUR INVOICE AND PACKAGES

THE JAMES WALKER HARDWARE CO. LIMITED

PER

NOTICE OF ACKNOWLEDGMENT

No.

19..

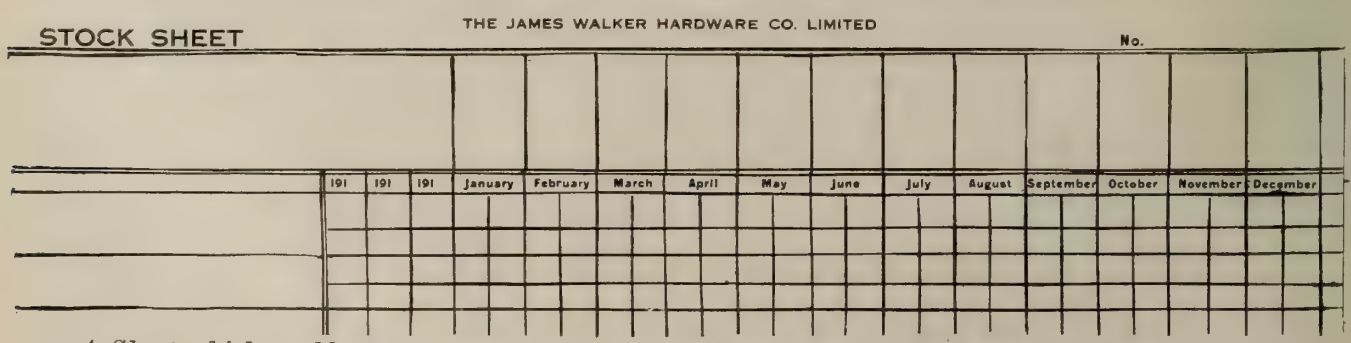
The JAS. WALKER HARDWARE CO. LIMITED

WE HEREBY ACKNOWLEDGE YOUR ORDER ATTACHED. WE WILL SHIP SAME ACCORDING TO YOUR SPECIFICATIONS ON THE FOLLOWING DATE:

19..

SIGNED

Purchase Order, which, by means of a double copy, insures the detection of mistakes in shipments, or the damaged condition of goods received.



STOCK SHEET

THE JAMES WALKER HARDWARE CO. LIMITED

No.

	191	191	191	January	February	March	April	May	June	July	August	September	October	November	December

A Sheet which enables the manager to keep an accurate record of his goods—the stock he has, the stock he has ordered, the quantities he used in the three previous years. A sheet which is of great value, enabling as it does a correct estimate to be made of goods needed.

column devoted to the quantity of these articles being left blank.

Now the white sheet is sent to the firm from which the goods are wanted. The yellow copy is kept in the office, but the pink sheet, telling of the goods ordered but not of the quantities, is sent down to the receiving clerk. He gets no further advice. The invoice, when it arrives, is filed in the office. The shipping clerk never sees it. When the goods arrive, therefore, he knows what articles are expected but nothing more. It therefore, is necessary for him to count the contents of the parcel carefully, and to jot down the quantities received.

Discrepancies Detected.

The pink sheet, as the receiving clerk has filled it out, is then sent to the office, where it is compared with the yellow sheet on which both the articles ordered and the quantities were copied. If there is any discrepancy it will at once be discovered. Moreover, any damage to goods must be noticed, and a claim can immediately be made.

Mr. Hill states that these systems have meant great savings. No wonder. They prevent careless work. Their adoption by others, even if in a modified form, could hardly fail to bring benefits.

But there is still another phase to this handling of goods. These forms, and the explanation which is given, show how the dealer may safeguard himself against the mistakes of the manufacturer's shipping department. But how may he safeguard himself against his own shippers? Every dealer who runs a delivery has been worried by a variety of claims—goods not delivered, goods delivered in bad shape. How can these annoyances and these sources of loss be overcome?

Well that is a question which may be answered in a number of ways, but here is how one hardwareman has proceeded.

Checking Deliveries From Store.

"In the first place," says this man, "We do not economize on paper and tags. Every article we wrap up separately, unless the customer is carrying home what he bought. The parcels are arranged by one man, who jots down what there is on a card. He will put, 'Mr. Jones, 313 Blank street, 5' The five, of course, means that there are five parcels for Mr. Jones, and the driver will look for five with the name Jones, and the address 313 Blank street on the tag, for the prepared list is given to the driver. Moreover, the driver will get a receipt for the delivery of the parcel. This he will bring back with him and send to the office.

These slips are carefully kept. It is necessary that they should be, for despite all means of checking, mistakes will occur. One was noted recently for instance. A customer complained that a purchase had not been delivered. The slips were examined. It was found that the address had been wrongly written on the slip. The driver had left the parcel at the house which bore the address, getting the signature of the housewife, who of course did not know that her husband had not made the purchase.

So the system works. Yet the merchant claims that he does not follow it to every length. For instance, if a customer says certain goods were not delivered, his word is taken. He is shown the slip which bears the signature of the receiver, but if this signature is not of some one in the house, it is accepted that the driver has made a mistake, and the claim is paid. But claims of this nature are exceedingly small where the deliveries are so carefully watched. They are made smaller in this case, perhaps by reason of one man being put in charge of the claims. It is a case where fixing responsibility is of great value. What is everybody's work is nobody's work. What is one man's work is done.

Selling Goods on Regular Settlement Basis

Dealers Who Put Business On Cash Basis Sell Contractors Supplies And Paint on a Basis of Weekly or Monthly Settlement—Selling Stoves on Time—Cash Can be Demanded in Other Lines Without Inconsistency.

An obstacle which faces practically every hardwareman who considers the idea of putting his business on a cash basis, is the difficulty of applying the system to certain departments. He probably does quite a business with contractors in builder's hardware, cement, tar paper, roofing and tools. This, he finds, cannot be done on a strictly cash basis. The contractor does not always order the goods himself, and the amounts involved are frequently so large that the purchaser does not have the ready money to foot the bill. The same rule applies with reference to trade with master painters.

"I have often thought of making the change," said one dealer recently, "but have held back on that account. What is the use of saying you sell only for cash when there are certain departments where it is impossible to get cash down? It is impossible to always get cash on ordinary sales when it is known that the contractors and painters get credit."

"Further than that," he continued, "I do not believe that I can demand cash in all cases on stove sales. There are plenty of honest but poor people in this section, and to them the amount required to buy a new stove is a large one. They cannot very well finance it and must be allowed time. If I insisted on cash down I would lose dozens of perfectly safe sales each year. No, I would not consider the cash system in selling stoves. Then how can I demand the money down for nails and tools and so forth when the same people have bought a stove from me on time?"

The difficulty which this dealer has experienced is one which many have experienced. It is not as insurmountable, however, as it may seem. Selling goods of the kind indicated on time can be conducted on a basis not incompatible with the straight cash system.

For instance, many dealers sell supplies to contractors on the basis of a monthly settlement. The contractor orders what he requires during the month and settles in full at a certain time each month. If he fails to make a full settlement on the regular date—unless his reason is a very good one—his credit stops and no more goods are sold him until the account has been paid and the dealer has been convinced that he is safe. This is, perhaps, getting as close to a cash business as is possible in handling the account of a contractor. It is hardly to be expected that the contractor can always pay cash for what he buys. The system outlined is not, therefore, at variance with a policy of demanding money for all sales in the store.

The same plan is generally followed out with master painters. They buy on a monthly account which calls for a settlement in full on a certain date each month. Some dealers have a weekly settlement. This is probably the safer plan for, as is well known, the master painter is not as a class, as safe and solvent as the contractor. These paint accounts need a lot of watching.

At the same time, it must be borne in mind that the master painter is not always in a position to pay cash down on the nail. He employs men and generally has money tied up in big contracts. A system of regular settlement is, therefore, as close an approach to cash as can be made in this respect. Some dealers enforce a rigid cash provision in selling to master painters and, what is more, hold their business intact. It is not every dealer who can do this, however.

The Use of Liens.

There are not a great many dealers who insist on cash down with every stove sold. The time system has crept

Continued on page 42.

Complete Course in Sheet Metal Work

By L. W. KOSER

On plat 24 we illustrate in detail the different parts of a cornice.

Fig. 1 shows a complete "Classic Cornice" or entablature. The term "Entablature," however, is rarely used, the whole being termed a cornice.

A knowledge of the names of the different parts of a cornice is necessary to a sheet metal worker who intends working at architectural work as architect's specifications continually refer to these parts. An architect's specification covering the cornice illustrated by Fig. 1 would read something as follows:—

"The cornice shall be constructed of 26 gauge Queen Head or Apollo Galvanized Iron or equal.

"The deck shall have a fall to the back and provision made to carry the water to the roof.

"The eye of the cornice shall be provided with a drip to keep the water from running down the face of the cornice.

It shall have an O. G. crown mould with fillets top and bottom.

"The facid below this shall be also provided with a drip to keep the water from running back under the planceer and down the rest of the cornice or down the face of the brackets.

"The cornice shall have a planceer or soffit with bed mould at back to receive the mould on top of modillion.

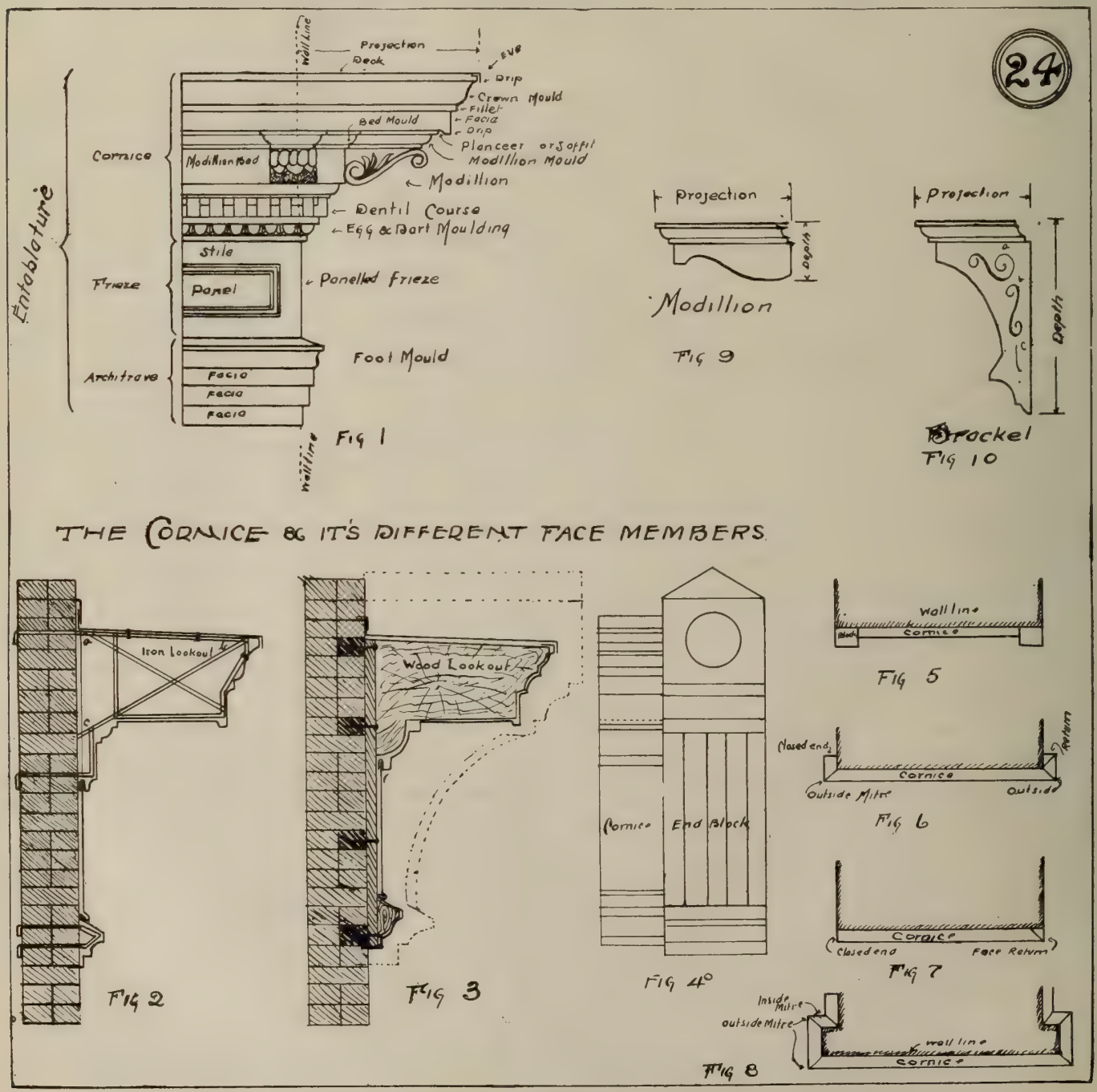
"The modillions shall be modelled to the detail and be spaced 24 inch centres as called for on plan.

"Run Dentil and Egg and Dart cornice as shown and below this run panelled frieze and architrave.

"Cornice to be erected over wrought iron brackets firmly anchored into wall and to be in perfect alignment.

"All joints to be soldered.

"The whole to receive two coats of



oil paint and to be sanded to simulate stone.''

Of course an architect's specification does not go into all this detail. As a usual thing he expected you to get this information from the plans. The best architects, however, are usually the ones most particular about small detail and we give you this extract to familiarize you with the different parts.

Fig. 2 shows the method of constructing a wrought iron bracket and fastening cornice on same.

In forming iron brackets bear this point in mind, viz., that all light construction depends on the triangle of strength, consequently, the main feature of your iron bracket should be a triangle such as a, b, c, to carry the projection.

The outside line of the bracket should follow the profile of the cornice in a general way so as to touch same. Wherever using a bolt, run small brackets to assist in sustaining the weight.

Brackets should always be considerably stronger than is necessary to carry the weight of the cornice above as snow and wind pressure add considerably to this weight.

Cornice is fastened to iron brackets by means of a flat headed bolt the nut being on the inside. Solder a small piece of galvanized iron on back of cornice as reinforcement wherever a bolt is used. Where cornice abuts a fire wall the dock of the cornice can either fall to the front or to the back. It is advisable, however, to have the fall to the back. A trough can be provided to carry the water to the ends of the building and then down or the water can be carried through the fire wall by taking out a brick and lining the opening with galvanized iron.

The back edge should be turned up against the wall not less than 6 or 8 inches, and a counter flashing let into the bricks and turned down over same.

Fig. 3 shows the method of making a wood bracket and fastening cornice to same.

The wood bracket can be either fast ened to the wall by means of wood bricks or 2 x 4 scantling laid in wall or better still the wood bracket or lookout can ex tend back through wall and be bricked in. This latter course is only possible on new buildings as it has to be done when wall is being built.

Iron brackets are preferable to wooden ones as they are entirely fire proof and do not warp or twist the cornice.

The dotted line shown on Fig. 3 represents the side of the end block, face of which is shown on Fig. 4 as is also a section of the cornice.

The dotted line on cornice Fig. 4 re presents members hidden from view when looking straight at the cornice.

Montreal Hardwaremen Meet Socially

Gather at F. C. Lariviere's Store, Play Games, Enjoy a Concert and Listen to Two Splendid Addresses, One Dealing With the Question of Insurance—Meeting Was Really One of the Hardware Branch of the Retail Mercants' Association, But There Were Many Visitors.

Montreal, Sept. 19.—A large number of the hardwaremen of the city accepted the invitation of F. C. Lariviere,and assembled last evening in the recreation rooms of Lariviere Incorporee, St. Lawrence Boulevard.

The gathering was in reality one of the Retail Merchants' Association, Hardware branch, but a number were there who have not yet joined the association. New members were secured, however, as a result of the meeting.

All the heads of departments of Mr. Lariviere's store were on hand, and from eight to nine many of the guests inspected the establishment, getting details of this system and that. At the same time the less serious were having a great deal of amusement up stairs—playing pool, billards, cards, and checkers. Travelers from a number of the local manufacturing and jobbing houses had been invited and as was to be expected, they helped greatly with the entertainment.

Talk on Insurance.

At 9 o'clock Mr. Lariviere called the meeting to order, and when the hardwaremen had all assembled, Adelard Fortier, second vice-president of La Chambre de Commerce, was asked to give an address on the subject of fire insurance, dealing especially with the omissions which annul policies. Mr. Fortier has made a careful study of this complex subject and the points he brought out brought a good many questions from his hearers.

Better Protection of Assured.

Mr. Fortier spoke of the conditions placed upon fire insurance policies by permission of legislature, and remarked that these should be accompanied by certain clauses for the better protection of the assured. He did not leave the matter thus indefinitely, but suggested several clauses which in his opinion would be in the interest of the one taking the policy, and which should be adopted. First he held that a certain number of days of grace should be accorded when the insured was moving his business from one place to another, or when the articles insured were being sold by one person to another.

Second that the insured should be able to take out additional insurance without rendering former policies null and void—providing of course the additional insurance did not make the total in excess of the value of the thing or things insured.

Third, that there should be established for the protection of the creditors of the insured—who frequently become insolvent as the result of fire—an information bureau, where all the insurance companies would be obliged to declare the amount of the policy taken with them, and in whose favor this was drawn.

Points Worth Considering.

The paper deserved much more lengthy attention than it can be given here. It naturally dealt particularly with conditions as they exist in Quebec, but contained, as will be seen features which might well be considered by all interested in this very important phase of business protection.

After Mr. Fortier had been thanked for his address, Mr. Lariviere briefly spoke of his visit to the National Retail Hardware Convention, held in Detroit early in the summer. He made these few remarks very practical, by explaining some of the features at Detroit which might well be adopted by the local association when it holds its convention.

Ended With Concert.

The formal meeting closed at 10 o'clock, when refreshments were served. Then some members of the St. Louis de France choir, gave a concert which brought the evening to an exceedingly happy close. Songs were rendered by J. E. Monday, Paul J. Ouimet, and Jules Clement while Edmond Letourelle gave a recitation.

—⚙—

UNIQUE DEMONSTRATION.

Mrs. C. R. Judd, chief of the cooking experimental department and head of the staff of demonstrators of The Toledo Cooker Company, Toledo, Ohio, manufacturers of the Ideal Fireless cook stove, served a luncheon in Danville, Va., September 11, to the newspaper men of Danville.

The entire meal was cooked in the Ideal Fireless cook stove in one hour and a half and was given immediately following a lecture by Mrs. Judd to the ladies of Danville, on the subject of fireless cooking. The company have been conducting an educational campaign. Their staff of demonstrators and lecturers has been increased to double its proportions this season.

New Hardware Goods

STEEL TUBING.

The Chicago Tubing & Braiding Co., 117-121 N. Jefferson St., Chicago, announce an addition to their lines. This is a tube called "Everlasting" (patent applied for); a steel-centre tubing for stoves, hot-plates, etc., the steel being in one continuous strip. Another feature is the substitution of a special composition for the usual rubber or asbestos packing, which dries out. Over the composition is braided a covering of lustrous silkoline.

ECONOMY ROLLS.

One of the most convenient methods of handling an abrasive cloth is offered in what is known as the Aloxite Cloth Economy Roll. Ordinarily when the shop operator desired to use a strip of abrasive cloth he tore the strip from a 9 x 11 inch sheet or ripped it from a roll thereby wasting a lot of valuable time and incidentally wasting a lot of the cloth.

The Aloxite Cloth Economy Rolls are put up in ½, ¾, 1, 1½, 2 and 2½ inches in width. The cloth is tightly, snugly rolled on a metal spool, 50 yards to the roll. With the Economy Roll the operator can get the cloth in almost any width he desires. The roll can be put up on a rack, kept conveniently on his bench or in a drawer. All the man has to do is to unwind the roll to the length he desires and snip off the strip. There is no waste of the material, no loss of time. The cloth as it comes from the Economy roll is cut clean and in exactly the widths listed above.



The Aloxite cloth economy rolls, showing rolls in the different widths.

NEW RAZOR CASE.

Kampfe Bros., 8 Reade St., New York, are bringing out the new "Star" Safety Razor in a new case. It will be known as No. 1. The new case is a handsome black leatherette, with purple velvet lining, and silver nickel plated razor frame. The heavy combination milled handle and one "Star" Blade comprises the outfit.



New Method of boxing the "Star" Safety Razor.

NEW MARBLE SIGHT.

Marble Arms & Mfg. Co., Gladstone, Mich., have introduced their Duplex Front-sight. It is smoothly finished in permanent black, and has a 1-16 inch bright gold bead for a fine sight, covered by a ⅛ inch jack, or coarse, sight bead of snow-white enamel that will always stay white This jack sight bead folds down flat and flush toward the breech of the rifle, at a touch, and cannot be displaced or put out of alignment. In height the Duplex is at present made ⅜ and 7-16 inch, this being the most popular standard.



New marble Duplex front-sight.

NEW AIR RIFLE.

The American Tool Works, St. Joseph, Man., have put a new air rifle on the market, which they are calling the American Dart Air Rifle. It is 31½ inches long and weighs 35 ounces. It has lever action and a selected black walnut stock with natural polished finish. It is a breech loader for darts and a muzzle loader for shot.

NEW REVOLVING CASE.

The American Bolt and Screw Case Co., Dayton, Ohio, have perfected a locking device for their revolving cases. It is so arranged that all the drawers can be locked and unlocked at one time. There is a lever attached to the case on the under side, and is only accessible to the person behind the counter. By pressing this lever down it unlocks the drawers and engages in a catch, which holds it in this position until it is desired to lock the drawers again, when by a slight touch the lever is disengaged and the drawers are locked again.



New Revolving Case.

A CHIMNEY TOP.

The Reliance patented chimney top has recently been placed upon the market by the Berger Mfg. Co., of Canton, Ohio.

The hood extends below the top of the chimney and encompasses it on three sides. Due to careful machining, the pivot movement insures positive and instant action.

DUSTLESS ASH-SIFTER.

Hickmott & Ardron, 24 Adelaide St. West, Toronto, have introduced the Beaver Dustless Ash-Sifter. It is made to fit all standard sized garbage cans and the lid of the can is used as a lid for the sifter.



The Beaver Ash Sifter.

ROCKER ASH-SIFTER.

The Burrows Manufacturing Co., 611 King St. West, Toronto, have introduced their rocker ash-sifter to the trade. It has 2 screens, coarse and fine. The sifter works on a pair of rockers as shown by the accompanying illustration. It



Rocker Ash-Sifter.

stands two feet high, and is made of galvanized iron, galvanized screens and angle iron rockers.

DEATH OF WM. HOLMES.

Hamilton, Ont.—The death occurred here on September 12 of William Holmes, a member of the firm of the Canada Wire and Iron Goods Co.

He had undergone an operation on the previous Saturday. His progress until a few hours before his death was considered by his physicians very satisfactory, but early in the morning he became very weak, and gradually passed away.

Deceased was a native of Hamilton, born 53 years ago, was member of St. John's Presbyterin Church, also of the following societies: St. John's Lodge and St. John's Chapter, A. F. and A. M.; Oddfellows and A. O. U. W.

His chief pastime in his young days was yachting, and those who frequented the lake regattas of 25 years ago will be able to associate him with the speedy Coquette, a boat which was never beaten in fair or foul weather.

Twenty one years ago he married Miss Bessie Dodds, of Brooklyn, N.Y. She is left to mourn his loss, along with three sons, an aged mother, three sisters and one brother, Rob, with J. Lennox & Co., also two nieces and one nephew.

From boyhood he had been associated with the wire industry, having been in business for the past twenty years. Some five years ago he formed a partner ship with Alexander Donald under the firm name of Canada Wire & Iron Goods Co., and from a small beginning worked up a business extending from coast to coast.

While his death is a loss to the Company, he has left behind him capable men in charge of all departments who in conjunction with the long experience of the remaining partner, Alexander Donald, will be fully capable of continuing the business in the same vigorous manner as in the past.

A MAGNIFICENT NUMBER.

Stratford, Sept. 10.

"Allow us to congratulate you on the magnificent fall number that you have turned out. We think it a very creditable number and nicely gotten up.

"We wish to thank you also for the way in which you have presented our page ad. and we know that results will follow from it.

"Wishing you continued success, we beg to remain,

Very truly yours,
Stratford Manufacturing Co.,
Chas. Moore, Mgr. and Sec.-Treas.

SALES MANAGER APPOINTED.

The Ontario Lantern & Lamp Co., Ltd., Hamilton, Ontario, announce the appointment of James W. Moncur as general sales manager of the company to take effect October 1.

Mr. Moncur is well known to the hardware trade in Canada. In 1904 he made his first appearance in the lantern business as a traveler for E. T. Wright & Co., Hamilton, calling on the retail trade in Ontario.

After three years' experience in Ontario he undertook a much larger proposition for that company. As Eastern representative, with headquarters at Montreal, he had charge of the sales to the jobbing trade for four years.

In 1911, Mr. Moncur gave up his position with E. T. Wright & Co. to become manager of the Montreal branch of the Ontario Lantern & Lamp Co.

In his new capacity as general sales manager with headquarters at Hamilton, Mr. Moncur will have full charge of the



James W. Moncur.

conduct of the company's business in the following departments; sales, salesmen, advertising, credits and orders.

A SYSTEM FOR COMPILING DISPLAY STATISTICS.

(Concluded from page 32.)

bulbs tinted in blue. At night it looked quite realistic. The little maid was dressed in white with blue ribbons enlaced in her hair. A basket was held in one hand and a small sickle in the other. The stars were made of gold paper and thus stood out prominently. It is interesting to note that the whole trim cost about $1.00 only.

The wedding present window was a very elaborate one, as the picture shows. It was put in toward the end of May and drew a large share of trade. Mr. Phaneuf writes: "It pays to have good windows and it pays to follow the time, seasons, and occasions. So do not, for instance, arrange a June window in July."

The top of the background in this display was white cheese cloth pleated; the lower part, orange sateen.

Progressive Hardware Retailing

Window Displays During the "Stampede" at Calgary Attracted Considerable Attention—The Necessity of Going After Stove Trade—Methods of Displaying Rope.

SPORTING GOODS WINDOW.

Guelph, Ont.—The commencement of the shooting season is foreshadowed by a very tastefully arranged window in Bond's hardware store, which is redolent of sporting goods. It has attracted a great deal of attention among local sportsmen.

MUST GO AFTER STOVE TRADE.

Don't sit down in the meadow and wait for the cow to back up and be milked—go after the cow.

This advice of Elbert Hubbard contains a depth of meaning for the hardware dealer who would attain the best results in his stove department and is well worthy of consideration. It is by no means difficult to discern wherein it applies to business. If the advice contained in it is followed there is no doubt but that it will mean considerable more business to the dealer.

Apparently all retail dealers who handle stoves are not as aggressive in their methods as they could be or as they should be. This was the opinion expressed by a stove manufocturer recently. He had stated that the mail order houses in Canada were yearly selling more stoves and when asked as to the reason pointed out that they used real live methods, while many smaller dealers did not.

There are not a few retailers who put in a stock of stoves, relegate them to the rear of the store and wait for customers to buy them of their own accord. He may even sell a few in this way, but it certainly will not be the maximum number possible. How long would a manufacturer be able to keep going if he maintained such selling methods or rather lack of methods? He has to get out after business because he depends entirely upon the sale of the one line. Why should the retailer simply because he has some other ready selling lines to fall back on, fail to use the aggressive methods in his stove department that he should?

There are great possibilities for the sale of stoves—more so this year than ever before. Some one is going to get a good deal of business, and it certainly is not the man who makes no efforts other than carrying a few models in stock. The live dealer will go strongly after business by proper display, advertising and personal talks. In other words he will "go after the cow."

"STAMPEDE" DISPLAYS.

Calgary, Alta.—During the recent "stampede," the merchants had their stores gaily decorated and the windows trimmed for the occasion. One of the best dressed windows was shown in the store of the J. H. Ashdown Hardware Co. It was arranged by C. H. Smith, and attracted pretty general attention.

A background of purple and yellow, decorated with roses and vines, intermingled with leaves at once attracted attention. In a circle were the figures "1869," in another "1912," indicating in a happy manner the long establishment of the company.

"Our stock of cutlery is well assorted and very complete," was the modest statement on a printed card.

One of the windows displays was of high class cutlery, amongst which razors of all descriptions ranging in price from $1.00 to $20.00 found a leading place. The other window was devoted to fine specimens of builders' supplies.

Hardware Letter Box

Iron Fence Posts.

Robt. McVittie, Southhampton, Ont.—"Please give me the address of firms manufacturing Iron Fence Posts."

Canada Foundry Co., Toronto; Dennis Wire & Iron Co., London, Ont.—Ed.

Wood Workers' Publication.

The Jones Hardware Co., Ltd., Uxbridge, Ont.—"Kindly inform us of a publication suitable for planing mill and sash and door factory."

Canadian Woodworker, 15 Wellington St. E., Toronto.

Steel Ladders.

S. Sterneau & Co., Brooklyn, N.Y.—"Kindly give us name of firm advertising steel ladders in your paper some weeks ago."

Empire Steel Ladder, Ltd., Moncton, N.B.—Ed.

Universal Sad Iron Handles.

Sumner Co., Moncton, N.B.— "Can you give us name and address of firm in Canada manufacturing Universal sad iron handles.

Jas. Smart Mfg. Co., Brockville, Ont.—Ed.

Offensive Weapons Act.

E. Boucher, St. Hyacinthe, Que.—"Would like to know if hardware dealers are obliged to keep a record of sales of fire-arms.

The new Ontario Offensive Weapons Act requires that all revolver and shot gun sales should be registered and sent to the Provincial Police Dept. quarterly.—Ed.

Address of Firm.

Ricard Bros., Sudbury, Ont.—"Can you give us address of the Rochester Co., Ltd., makers of stove drum heaters."

SELLING GOODS ON REGULAR SETTLEMENT BASIS.

(Concluded from page 37.)

in pretty generally. When carefully supervised, it is not in any sense a pernicious system. If the dealer is a good judge of men, he will be able to pick out the time customers who can be trusted. If he watches his collections closely, his percentage of loss will be small.

By taking liens, the hardwareman eliminates risk in selling stoves on time and, in reality, lifts the transaction out of the realm of credit sales.

It is quite reasonable to assume that the dealer can conduct his business on a cash basis and yet handle sales in stoves, paint and contractors' supplies, in the manner noted without inconsistency.

THE REASON FOR TIN'S UPWARD LEAP.

(Concluded from page 33.)

cate. Last year the movements were spectacular. Tin would jump £10 in a day. Now the Continental syndicate works more quietly. Prices move, but they move more steadily. There are not as rapid changes in one direction or the other. The movement is generally upward, but more and more the opinion is growing that this movement is not so much the result of direct manipulation as of the general business condition, which sees more tin required, and less, in proportion, available to fill orders.

Current News of Hardware Trade

Enlarging Foundry.

London, Ont.—The McClary Manufacturing Co. are building a $15,000 foundry.

Tinsmiths Go Out.

Saskatoon, Sask.—The tinsmiths have gone out on strike for an increase in pay.

Workingmen's Dwellings.

St. Catharines. Ont.—The building figures for August totalled $109,320, including a $44,000 permit to the St. Catharines Realty Co., which is erecting 29 dwellings for the Canadian Yale-Towne factory.

Specific Instructions.

A paint manufacturer recently received the following letter: "Gentlemen—Will you please send us some of your striped paint. We want just enough for one barber pole."—Southern Textile Bulletin.

Dresden Hardwareman Dies.

Dresden, Ont.—Isaac Newton Carscallen, founder of the hardware business now conducted by J. B. Carscallen & Son, died on Sept. 4, aged 85. He was engaged in the hardware business in Dresden for nearly 40 years, and filled many municipal offices. including the mayoralty. T. G. Carscallen, M.P.P.. of Napanee is a brother.

Buy Out Store.

Bradford, Ont. — Thornton Bros., hardware dealers, have purchased the general store and stock of R. J. Gracey, of Wellandport, Ont. While Wellandport is a small place, it has a large and excellent farming and fruit country surrounding it. The store building and fixtures are new since last fall and are most up-to-date. A big opening will be held in the near future.

Buy Mill and Elevator.

Asquith, Man.—The Asquith Manufacturing Company's flour and grist mill and elevators have been purchased by Badger & Sons, hardware merchants. The value of the transfer is $20,000. The new owners of the mills will run them at the full capacity, and will, in addition, install an up-to-date beaching system, together with many other improvements.

Store Burned Out.

Windsor. Ont.—Crossed electric light wires are believed to have been responsible for a fire which did $10,000 damage to the building and stock of the Nelson Hardware Company, on Sand street, at 4 o'clock Sunday morning. When the fire department arrived the blaze had extended over the two upper floors of the building, and it required two hours of hard work to bring it under control. The entire upper part of the building was gutted. The damage is placed nominally at $10,000, the place was fully insured.

Attempted Burglary.

Woodstock. Ont.—The discovery was made this morning that an attempt had been made during the night to effect an entrance to McKiggan & Davidson's hardware store. in the east end. Two panes of glass had been broken in a window at the rear, and numerous chisel marks indicated that an effort had been made to force the adjacent door. Nothing was missed, although the window had been forced. indicating that entrance might have been effected. The same store was burglarized a few months ago and some razors and jack-knives stolen.

Late Joseph Westcott.

Some particulars were given in the last issue of the death of Joseph E. Westcott, hardwareman of Ailsa Craig, Ontario. Mr. Westcott was 47 years of age, having been born in McGillivray in 1866. He attended school at Carlisle and Ilderton and business college at Detroit. He farmed at Cairn Gorm for a time and then accepted a position with a hardware firm at Oil Springs. From Oil Springs he moved to West Lorne where he purchased a hardware business. After six years at West Lorne he moved to Galt where he manufactured hardware for two years. From Galt he went to Ailsa Craig about eight years ago purchasing the hardware business formerly managed by Joseph Rosser.

Business Changes.

Ridgetown, Ont.—John Gross, hardware dealer, has sold out.

Edmonton, Alta. — Cass Bros., hardware dealers, have sold out.

Allan, Sask.—Joe Heisler has bought the hardware business of E. Plyley.

Montreal, Que.—The hardware business of Samson & Dispocas is being continued by Samson Bros.

Sovereign, Sask. — The hardware business of Fills & Fessman has been sold to W. Meran.

Ridgetown, Ont.—John Grass has disposed of his hardware and implement business to W. T. Fordham of Florence. The deal was closed on Sept. 5, and Mr. Fordham is now in possession.

Webbwood, Ont.—The stock and business of the late C. A. Purvis, have been sold by the executors to F.Y. Braithwaite, hardware dealer of Blind River. The business was carried on very successfully for many years by the late C. A. Purvis.

Blaine Lake, Man.—M. S. Stevens, hardware dealer, has been succeeded by Hopkins and Trenholme.

Blyth, Ont.—McPherson Bros. have disposed of their hardware business to William Moore of Arthur, who will take possession about Sept. 24. The McPhersons intend to locate in the West.

Personal Notes.

S. A. McCartney, hardware dealer, Orangeville, is able to be at his store again after a long and painful illness.

Fred R. Murray, of Emerson and Fisher, St. John, spent several days in Montreal last week on his way through to Toronto.

John A. Tilton, of W. H. Thorne Co., St. John, is visiting in Montreal and Ottawa. Mr. Tilton has his wife and daughter with him.

J. J. Conway has taken the position of secretary-treasurer of the Hamilton Lock and Hardware Co., Hamilton, Ont. He was formerly with the Hamiliton Stove and Heater Co.

J. S. N. Dougall, president of the Dougall Varnish Co., Montreal, has been elected a director of the Canada Accident Assurance Co., in succession to the late Hon. Alphonse Desjardins.

New Retail Firms.

Youngstown ,Alta.—Horsley Bros. are opening a hardware store.

Griffin, Sask.—Sutcliff & Smith have opened a hardware store.

Hanna, Alta.—Campbell & Horner have opened a hardware store.

Port Moody, B.C.—A new hardware store is being opened here.

Winnipeg, Man.—J. Kronenfeld has started in the tinsmithing business. The St. John Sheet Metal Works are also starting here.

Weekly Market Report --- Metals

METAL NOTES.

Trade continues as brisk as ever.

Iron has reached the highest price on record.

Tin has been weaker on the primary markets, but prices have held firmly here.

Lead is reported to be easier.

MONTREAL.

Montreal, Sept. 19.—Again there are a number of price changes to report, some in a downward direction, but the majority, as has been the case for some months now, upward. Even the metals which have dropped are not considered weak. The fact seems to be that the lower price is but temporary, and that before very long the pendulum will swing back.

The week has seen a great deal of business done. Metal is in demand and the handlers, having the supplies with which to meet the demand, are happy. As for the buyers—well the buyers appear glad that they can get the metals. They do not like the high prices, naturally, but are able to see the causes of these.

Temporary Drops.

Tin:—Here the market has fallen off a little, but still the lowest price touched has been £222. Locally there has not been a change—that is, by those who sell to the retail trade. They cannot drop prices, for the present lower figure is only temporary and will almost certainly be followed by an advance. Moreover, the metal being sold was bought at the higher market.

Lead:—Here a large amount of profit taking has carried the price down somewhat—so much down, in fact, that the handlers have dropped 25c off their quotations, making the present price for trail and imported pig $6.25. The lower figure, however, is not at all certain to remain. Indeed it is quite generally believed that lead will go still higher on the primary market, and if it does there will have to be an advance here.

Iron at High Level.

Iron:—This metal, usually steady, is supplying the principal interest in the market, just now. It has touched the highest point in its history, selling in London on Tuesday at 67s 10½d. The greatly reduced supplies are generally given as the cause of the high figure—this, coupled of course with the heavy demand.

Locally the recent advance has not been met with a corresponding jump, though a new price level has been fixed on many lines. It seems certain, however, that iron will go much higher before many weeks are over. Iron pipe too is practically certain to be advanced.

Present iron quotations are: Middlesboro $21.00; Summerlee No. 2 Pig $22.50; Carron Special $23.50; Carron Soft, $23.00; Clarence No. 3, $22.75; Radnor Charcoal Iron, $33.75. All in car load lots f. o. b. wharf.

Spelter:—The metal continues high, though this week has seen hardly a change. The local supplies are good.

Copper is Quiet.

Copper:—Still the market is quiet, but exceedingly firm. It is a controlled market. The handlers are short of supplies and have but little chance to influence prices. Locally the stock is sufficient to meet the needs. There is no change in price considered at the moment, but an advance on the Primary market may make this necessary. Such an advance, however, is not looked upon as very likely. The recent statistics, showing the remarkably large output of the refineries is still having the effect of making handlers and small buyers conservative.

TORONTO.

Toronto, Sept. 19.—The metal market has been extremely busy. Transactions have been on a large scale and the general volume of business does not seem to have been affected in any way by price fluctuations. There have been plenty of changes on the primary markets. Iron has gone up, reaching the highest point in its history. The price here has been firmed up as a result. Tin and lead have been a little weaker. Despite this, however, it is generally conceded that the market has not shown weakness in any respect. The trend in prices is all upward and it is believed that both tin and lead will show advances shortly.

Tin:—Slight declines occurred at London during the week, but they did not affect the price here. Tin has remained firm with a first-class demand. That it will remain firm seems assured, for the consumption is heavy and supplies are none too large.

Lead:—There has been a weaker tendency in lead. This has been caused by developments on the American markets. The market continues to be unsettled by profit taking sales which are being made at from 5 to 10 points under the trust price. Not a great deal of lead ever gets into outsiders' hands, but there are times when these outside holdings cut quite a figure in the market and this is one of those occasions.

With stocks still light locally, the price has not been changed. Demand is reported to be good.

Copper:—The copper situation is encouraging. The price is not sufficiently high to restrict consumption and on the other hand it is encouraging consumption to a very marked degree. Supply and demand seem to be balancing well and in the meantime no difficulty is being experienced in securing a high price for all that offers.

Locally demand is good and prices have remained firm.

Iron:—There have been advances in the price of iron and the present quotation is the highest on record. This is due to the fact that consumption has been very large. The demand has been so large all year that stocks have been kept low here. While the situation has never actually approached a shortage, it has at times caused some uneasiness.

Antimony:—Prices have become pretty well established and are now firm. The demand is fair.

Spelter:—Spelter is unchanged at $7.25 locally, but there is a general firm tone. English market gives no indications of any change from this state. A fair demand is reported.

WINNIPEG.

Winnipeg, Sept. 16.—A sensational advance of $1.00 per cwt. on lead pipe and an advance of a similar amount on shot are features in the metal market. Further advances in lead may be looked for immediately. Heavy demand and scarcity of supply are given as reasons of the ever increasing high prices for lead. There is, however, a general prospect of advance in all metal goods, as scarcity of supply is not confined to lead; copper and iron are both firm and liable to advance at any time.

There is an active demand just now for piping of all kinds and a most inadequate supply. The same applies to plate and sheet metal of all kinds. Boiler tube and plate, most necessary at this time of this year have been most difficult to obtain and repair work in consequence has been delayed to the detriment of threshing and other work.

—⚙—

The convention of the Associated Boards of Trade of Western Canada was held in Moose Jaw, Sask., on Wednesday and Thursday of this week. A report of the proceedings will appear in next week's issue of Hardware and Metal.

Weekly Market Report --- Hardware

STEEL PRODUCTS UP.

A number of steel products have been advanced in price and it is currently reported that other advances in many lines of hardware are pending. The trend of the market is very distinctly upward at the present time.

MONTREAL.

Montreal, Sept. 19.—Again there are a number of changes in prices to report. Also information is available which will be of value to the dealer who is wise enough to plan his buying well ahead. Advances seem certain to come in some lines, and in others, where it might be expected an increase, would come, there seems every reason to expect that no higher price will be struck.

Perhaps the change of greatest importance comes in the heavy hardware field, steel products having been generally advanced from 10 to 15 cents a cwt. In the sporting goods department shot remains at the 10c price struck during the last days of last week. Cartridges have been expected by some to go higher, but on good authority it is learned that no such movement is likely for this fall at least. In general hardware an advance in hatchets is predicted, also there is a great likelihood that builders' hardware will be put upon a higher price basis before very long.

Upward Movement in Steel.

Heavy Hardware:—The high level which iron has touched has made changes necessary in a number of iron products. As a result a general advance has been made in steel goods. Among the new prices may be mentioned, sleigh shoe steel, $2.10; iron finish machinery steel, $2.25; tire steel, $2.15; toe calk steel, $3.00; harrow tooth steel $2.15.

What the future will bring here is a question. If iron continues to advance, as seems quite likely, these new prices will not hold for very long.

Rope:—No further advances have been made here. Neither has there been a decline, and one is not expected. Ordering is heavy, the dealers being anxious to get in a good supply.

Cartridges Remain at Present Prices.

Sporting Goods:—The last advances in shot, which took the price first to 9c and then to 10c, may not remain. Lead still is strong and it is quite possible that there will be a still higher level fixed. Lead has reached that point, however, where it is exceedingly difficult to forecast the future. Nevertheless an advance seems more likely than a decline.

Cartridges are not to be put at a higher figure. The manufacturers, it appears, have so arranged that the advanced price of shot will not make it incumbent upon them to immediately advance their product. It would seem indeed that cartridges will be at the same price next year as now, but that, pehaps, is a little far to forecast.

General Hardware:—The rumor that hatchets will advance is given a good deal of credence. There has been no change in the price of this line for a good many years, but the present cost of iron makes an upward movement seem altogether probable. This would appear a good time to stock moderately.

Future Looks Bright.

Seasonable Lines:—The call is large. Weather strip is again in demand. Lanterns are moving rapidly, and generally trade is brisk. Silverware is demanding a great deal of attention, for the dealers are now getting ready for the holiday buying, and it will bring a good many sales in the meantime. There seems no great reason to expect an advance in this line.

Generally business is brisk. The cool weather appears to be doing rather more good than harm. If the crops are not damaged, and such a contingency does not seem likely, all will be well.

TORONTO.

Toronto, Sept. 19.—The upward trend in prices continues. Quite a number of lines have been advanced since last writing, notably bar iron, ship spikes and many steel products. The advance on steel products has been 10 and 15 cents. The advances are due, of course, to the rapidly increasing cost of metals.

It is believed that an era of higher prices is beginning. "I look for further increases by the end of the year," said one jobber, in discussing the price problem. "With metals so high, it is inevitable. The manufacturers cannot pay the advances in the cost of raw material and turn out goods at the same price. In many lines, the prices now charged are not at all in proportion to the cost of the metal used."

It is currently reported that the near future will see advances in a number of lines, particularly in builders' hardware. The present, in fact, seems to be a pretty good time to buy.

Fall goods:—There is a good movement in seasonable lines, such as roofing, axes, mitts, blankets, gloves, etc. There is also a growing demand for winter goods. Snowshovels, sidewalk scrapers, weather strip, sleigh bells, sleigh heaters, are now being booked in large volume. Shipments in these lines have also started.

Christmas Goods:—Some interest is being shown in Christmas goods and already many orders have been booked for cutlery, silverware, brass goods, cut glass and similar lines. Some shipments are being made.

Advance Pending?

Builders' Hardware:—It is generally thought that further advances will be recorded in some lines of builders. In the meantime, prices are very firm. There is a heavy demand for builders' hardware at the present time. In fact, this has been a record year.

Heavy hardware:—As stated above, a number of lines have shown advances in price. Bar iron has gone up and ship spikes are now quoted at $3.00 base, an advance of 15 cents. Increases of 10 and 15 cents have been made in harrow tooth steel, toe calk steel, tire steel, iron finish machinery steel and other steel products. These increases have been anticipated for some time.

Sporting goods:—Some demand is now being felt for skates and hockey supplies. Despite the fact that the skating season last year started late, dealers seemed to have succeeded in clearing out their stocks for reports are that they are not carrying large stocks from last year now. Rugby football supplies are also starting to move briskly now.

WINNIPEG.

Winnipeg, Sept. 16.—The general hardware trade situation continues most satisfactory. All kinds of fall and winter goods are moving freely. An active sorting business is going on and already orders for spring goods are being picked up. There is still a brisk trade in builders' supplies, but the building season is drawing to a close, as regards dwellings and smaller structures generally. Work is, however, only started on many large structures, and on many others will be continued all winter.

Trade has been particularly good in fall sporting goods, and there is still something doing in this line. Guns are about sold out for the season, but rifles will be in good demand until the opening of the big game season in December. Ammunition is a little dearer following a raise of no less than $1.00 per cwt. on shot. Further advances in all lead products are altogether likely. Heavy demand and scant supplies have featured all lead goods for some time.

Stoves, Furnaces and Accessories

The Advantages of Warm Air Heating

Arguments Which the Dealer Should Use in Pushing the Sale of Furnaces—The Importance of Humidity—Space Saving in the Home—The Economy and Convenience of Warm-Air Heating.

Although more hot water and steam heating systems are being installed today than ever before, the warm-air furnace is also gaining ground with great rapidity. The demand for furnaces this fall lends point to the statement. So big is the demand that the manufacturers are seriously afraid that a shortage will develop befire the season is over.

The increase in the furnace activity is gratifying to note but the fact remains that the hardwareman is not pushing the furnace as briskly as its importance and value justify. Some are inclined to regard warm-air heating as suited only for small homes and they do not make as much effort as they would do if convinced that the warm-air system had no peers.

This article has been headed, "The advantages of warm-air heating," because the furnace has many exclusive advantages, which hardwaremen should recognize and make use of. One does not need to handle furnaces in an apologetic manner. Rather they should be advocated on their merits for all sizes of houses and in competition with all systems of heating.

A Healthy Heat.

There are more things to be considered in connection with a heating plant than its ability to supply heat. Fuel consumption, manner of operation and quality of heat are all points to be considered. When regarded under this head, the warm-air furnace is found to have advantages exclusively its own.

An intense dry heat is not a healthy heat. The modern home, equipped with everything up-to-date to keep the air warm within and to rigidly exclude the cold air from without, generally boasts an atmosphere which is far from healthy. A physical law which men cannot with impunity ignore is that which calls for a certain degree of humidity in the air. In the modern home, humidity is generally conspicuous by its absence. Extreme and dry heat is flooded into the rooms. The temperature is kept at a high pitch. Is it any wonder that nerve trouble is a very common ailment?

The old-fashioned grate was a healthy method of heating in this respect. It might toast the shins and face and leave the back cold; but it had this extenuating point, there was always plenty of humidity in the room.

The heat provided by a warm-air furnace possesses a larger degree of humidity than other varieties of heat. Tests have demonstrated this conclusively. The furnace is equipped with a water-pan which creates a regular evaporation into the air. Thus the moisture in the air is increased.

STOVE WINDOW CONTEST.

Did you note the details of our stove window display contest announced in last week's issue?

Are you intending to enter this contest?

The active stove season is now beginning and good window displays will help sales along. You will undoubtedly be featuring displays with the object of creating interest in the stoves you are handling. Why not have your windows photographed and enter them in this contest? You will have a good chance for the $10 prize. Failing that, you will be awarded $1.50 if your display is deemed worthy of reproduction.

No Space Wasted.

This is an important reason for the adoption of the warm-air system, but there are other advantages, which will bear enumeration. The method of turning the warm air into the room is a distinct advantage. The tendency in modern architecture is toward small rooms. By the time that a grate and a bay window have been put in and allowance has been made for arches, doors and windows, there is probably just one stretch of unbroken wall space left in the best room. And the steam-fitter gobbles it up without compunction. When the tenant moves in, he finds a radiator taking up the one space where the piano would have fitted in. In the other rooms of the house, the same thing is found. If the bed were put here, the dresser could go over there and that would leave the other corner for the wash-stand—but hold, the other corner is already occupied by a radiator which has been so placed that it cuts off about 10 square feet of valuable space. Unless the wash-stand is shoved in front of a window or behind a door or so placed that the door of the clothes closet will not open, it has to go out on the landing. The perfidious fitter with his uncanny faculty for finding and using up the most convenient corner of every room has been the cause of much sorrow and, on the part of the male mover-in, at least much profanity.

With a warm-air furnace there is no such difficulty. Floor or side-wall registers do not take up any space and the only inconvenience that they cause in the matter of household arrangements is the occasional necessity of turning back the corner of the carpet. This, we feel, is a point which should enable the hardwareman to secure additional contracts for furnace installations.

Not Expensive.

The warm-air system is not an expensive one. Of course, it is essential that a large enough furnace should be installed to insure plenty of heat. A warm air furnace will keep the house heated comfortably without piling up coal bills to excess. Operated intelligently and carefully, a furnace proves an economical heating system.

It can be operated without any great degree of trouble. Bank the fire up at night and in the morning it can soon be revived into crackling activity. It gives off heat in some degree right through the night and the house is kept fairly warm and comfortable.

These are points which can be woven into a strong line of argument in favor of the warm-air furnace. Dealers who perchance harbor the impression that the warm-air system is not suitable to large homes, should discard it at once. It can be successfully utilized for houses of all sizes and has advantages which should render it an attractive proposition to the home builder. By making active use of these arguments the dealer and furnacemen can secure heating contracts which would otherwise be placed elsewhere.

Weekly Market Reports---Stoves

TO BREAK RECORDS.

Present conditions are bearing out the predictions made earlier in the season. Business in stoves will break all records this year. Already the manufacturers have as much business as they can conveniently handle and, of course, the real rush has not yet started.

MONTREAL.

Montreal, Sept. 19.—The week has seen a considerable awakening in the stove market, though it cannot be said that the demand has yet reached its full proportions. Many orders are being received, but a large number of these—too large a number the manufacturers declare—call for later shipment. There is a danger in this, for it begins to appear that the orders will pile up so that many will have to wait long for their shipments.

No price changes have been struck during the past few days, though the advance in lead pipe, to a net list, will in a measure affect the market. The present high price of iron makes it seem that sheets will be further advanced, but nothing along this line has been done as yet.

The time has come when the question of collections becomes an exceedingly live one. Present indications are that the crop will be good. This being so there will be little difficulty making collections. The retailer will be able to get his money from the farmer, and so save his cash discount from the manufacturer.

Demand Already Felt.

Ranges and Heaters.—The week has seen a great awakening, due largely to the cool weather and to the return of the people from the country. Ranges begin to seem necessary now, for warming as well as for their cooking powers. Heaters too, are desired, especially in the lower townships where furnaces are still somewhat scarce. From the farming communities there comes a big call for heaters, and a goodly number of dealers are taking immediate delivery. They expect the retail demand to start very shortly. Indeed, in a number of places it has started already.

Furnaces and Radiators.—Every week sees a great increase in the demand for furnaces. The buildings are nearing completion and contractors have to get their heating plants in place. This work is being somewhat delayed by the backwardness of the outside work. Bricks have been scarce this summer, and bricklaying has therefore been retarded. Structures which should have been completed are still only half up. But despite this a good deal of furnace and heating plant installation is going on. The furnaces are in demand.

Cover Contracts at Once.

A scarcity of radiators is becoming more and more likely. At present there is a good reserve on hand, but the orders which are expected to pour in later in the month, will greatly reduce this supply. The part of wisdom is to cover contracts at once.

Seasonable Goods.—The call for tinware continues large, and for granite ware too, there is a heavy demand. Coal hods, coal shovels, ash-sifters and such goods are moving exceedingly well. The fall and winter season, when these goods will be largely needed, is fast approaching.

TORONTO.

Toronto, Sept. 19. — The past week has not brought any developments in the stove situation. There has, however, been an increasing demand for shipment and most of the manufacturers are now sending out stoves as fast as their facilities permit. The movement is particularly marked toward the West.

The feature of the trade here is the demand from the north. The towns there are filling up rapidly and most of the newcomers require stoves in addition to other household necessities and the result is a very marked demand.

Ranges.—So heavy has the demand for ranges become that the manufacturers report that they are already experiencing some difficulty in making shipments promptly. The range trade does not necessarily depend upon cold weather and it is quite apparent that the dealers are selling plenty of ranges. At that, the real rush in the range trade, so far as the manufacturer is concerned, has not started yet. It will require a touch of cold weather to bring the demand to its fullest proportions.

Oak Heaters.—The oak heater is an early season seller and there is, as a result. quite a demand now being felt. Houses need "warming up" before the furnaces and heaters are brought into action and this is where the oak heater comes in handy. Most of the orders now being received are for early delivery.

Base Burners.—Orders are not yet as heavy for heaters as for other lines. It will require a spell of really cold weather to bring the demand along. There is, however, quite a good trade being done with points west of the great lakes..

Furnaces.—The demand for furnaces has been large, particularly in Toronto. One manufacturer states that he can hardly secure enough to meet the demands of his customers and this seems fairly indicative of the general condition of trade. The building done in all parts of the country has been so largely in excess of past years that there will be a correspondingly larger demand for furnaces. Manufacturers are anticipating a record fall. So heavy is present demand that they do not seem to be able to augment supplies for the rush which will come later.

Gas Ranges.—Some orders are still being filled for gas stoves.

Kitchen Furnishings. — There is a good, healthy, all-around demand. Heating supplies such as stove pipes, elbows and registers are selling well.

WINNIPEG.

Winnipeg, Sept. 16.—The stove business of 1912 is substantially larger than it was in 1911. This notwithstanding that in the city the erection of buildings with a permanent range similar to that long in existence in England is increasing in popularity. Also the use of gas cooking and electrical "short order" appliances is greatly on the increase. But of 3,000 dwelling erected here during the past 8 months, the greater part are not in this class. The rural districts are still users of the portable and likely to be.

The West has 400,000 new settlers, this year's immigration. This of course includes men, women and children, and reduces to about 80,000 homes. To supply stoves for 80,000 homes and a similar number next year should be encouraging to both manufacturers and jobbers.

ROPE FOR WINDOW DISPLAY.

Rope, like many other brands of merchandise, has a widespread local market. Farmers, boat owners, builders, painters, livery and truckmen, stablemen—these and many others buy rope regularly. The housekeeper is an occasional buyer. Emergency calls for rope are frequent.

The decorative effects possible with rope make it effective for display even with unrelated goods, and for display by itself or with such associated lines as marine hardware, paints, pulleys, hay carriers and builders' tools, rope is admirably fitted. This means new ways of showing these other lines; it makes rope displays suitable at different seasons; it solves the display question for the dealer with a limited stock. Rope displays are not difficult, tedious, or expensive.

Traffic Lesson Applied to Hardware

The Fortune-Making Business of Street Traction Was at First Left to Blacksmiths, Capitalists Feeling it Beneath Their Dignity to Indulge in Operations Where Five-Cent Pieces Were the Sums Received—Time Has Proven Their Mistake—It is a Mistake Also to Think Small Sales Do Not Help the Hardwareman—Some Specific Instances.

A good many years ago—no this is not a fairy story—there was a blacksmith living in a United States town. The blacksmith conceived the idea that there was money to be made in other ways than by attending to the needs of horses. He felt that saving people's feet would yield a greater remuneration than saving the pedal extremities of quadrupeds, and so he asked and secured permission to lay a track along the principal street and to run a horse car upon this.

That, as far as can be learned, is the early history of the present great city transportation systems — Systems by which millions are being made yearly.

In those old days it is said the men with capital looked askance upon the street-railway proposition. How, they argued, could money be made from taking five-cent pieces from their fellow citizens? No, let this be left to the blacksmith. So the right to operate cars upon the streets was given into the hands of many a poor man—that right which is now worth millions per annum.

The Value of a Nickle.

How opinions have changed. Capitalists no more look with disfavor upon receiving nickels and five-cent pieces for carrying citizens from place to place. They saw the fortune amassed by that early blacksmith, and others like him. They are now willing and anxious to invest their money with that blacksmith and those who have followed him.

All of which goes to prove what? Simply that the man who looks with disfavor upon the small profits is a man with but a small vision. The small profits multiplied have made almost every millionaire.

There is a great lesson here for hardwaremen, and more especially for hardware clerks. A number of these will exert themselves to sell builders' hardware, a stove, or a complete set of tools; but does not every one know a dealer or a clerk who shows little enthusiasm over sales of small things. Is there such a man in your store?

Bring Other Sales.

Not very long ago the writer paid a visit to a number of hardware stores to see how the salesmen worked. He was unknown to all. In two stores he found it difficult to secure any attention, but in three others he found there a clerk on hand who was courteous, efficient and evidently enthusiastic. Not one of these was selling any thing which would bring a great profit, but each seemed to realize that in the small sale there is a profit, and that this small sale would likely bring other and larger ones, providing it was satisfactory.

In one store the clerk was asked for some shaving soap—there was some shown in a silent salesman. No time was lost. That clerk got out his samples and showed the various kinds — the powder, the paste and the stick. Now which of these is the better is a debated question. Some prefer one style and some another. The clerk was wise enough not to give his opinion on this point. He allowed the purchaser to express his preference for the stick, and then showed the two styles of these, recommending the use of one which supplied a good holder for the soap. The sale was made. The whole transaction took perhaps two minutes. But the clerk had his mind on the work. He was possessed of ginger. As they say in baseball, he was on his toes, and the customer went away feeling that here was a man who liked his business and who could sell goods. If a man can sell soap enthusiastically the chances are exceedingly large that he will be able to make a great bid for a really large sale.

Clerk on His Toes.

In another store a request was made for paint. Again the clerk was interested. "What is it for?" he asked. "I want it to paint a baseboard that is now artificially grained," said the buyer. Then the clerk got busy. He found that the color wanted was white. He brought out the paint. Brought out also two sheets of fine sand paper and one sheet of coarse. He advised that the baseboard be first rubbed with these sand papers, and that the paint be then applied, each coat being brushed out well.

This sale, which mounted in all to only forty cents, took not more than four minutes. But it was a sale well made. The painting, done as the clerk recommended, was good painting. Again there was the impression given that this clerk knew his job.

Proving His Point.

One more store, in a different city, was visited. Here the purchaser asked for a coat hanger. As it developed later he was waited upon by the manager in person. That manager brought out several coat hangers. His method of demonstrating them was unique. "Which one of these would you think the best?" he asked. "Why this one," indicated the customer. "That's what I thought until I tried them," replied the manager. "Now look." He took off his coat —there were no ladies about—and hung it on the two hangers. On one the shoulders were supported much better than upon the other, and there was a cunning bend in the wire support which allowed the collar to fit in naturally. The salesman was right. The hanger which seemed the poorer was really the better.

That hanger cost 10 cents. Three were purchased, but even so the sale was only thirty cents. Thirty cents, there is a strangely familiar sound to that—yet for thirty cents here was a manager who literally took off his coat to make a sale.

Money in Small Sales.

These men all seemed to recognize the principal which has made millions for street car operators—that there is a great amount to be made by small sales. Probably in those purchases noted here the profits were not all told more than 25c. But the time taken to make this profit was small, and in taking that time the salesmen made the impression of efficiency. That impression of efficiency is of great value. It means repeat orders. It means the purchase of goods that really carry a big profit. It is to the man who has sold a small thing carefully that a person will go when he has a refrigerator, a fireless cooker, or a set of tools to buy. He will want to go to a man who knows, and naturally he will feel that the man who had made a study of a small thing, like a coat hanger, would also have made a study—and a clever study—of the more important lines.

The Seed and the Harvest.

But in the small goods themselves, there is a profit, if they are bought correctly. That is why so many hardware stores are putting tables of small goods well to the front of their stores. They make money out of these, and they make their place of business attractive, which more than anything else, perhaps, means profits. Oh! The small sale does not seem very much worth while, but the small sale is the seed which brings the harvest.

Methods of Retailing Paints and Varnishes

The Proper Distribution of Color Cards

Methods Which Should be Employed—Why Indiscriminate Distribution is Not to be Commended—Only Live "Prospects" Should Receive Color Cards.

A great deal of good can be derived from the proper use of color cards. The hardwareman who uses them judiciously will undoubtedly find that his sales of paint will increase.

It is so obviously to the advantage of the retail dealer to make use of the color cards supplied him, that one cannot help wondering at the inactivity, the apathy even, that some display. The manufacturers are, of course, anxious to have their dealers make good use of the cards, but in many cases they fail utterly to get the interest of the dealer aroused. Some few dealers do not make any use of cards whatever; more still make such careless use that it would be better if they did nothing at all.

It will be as well at the outset to make reference to the duty which the color card performs. When a customer has decided to paint a house, barn, wagon or automobile, as the case may be, the color card is needed to help him select the shades. Further than that, it often helps to make a sale. For instance, if the salesman has got his customer interested in the question of paint, he can often clinch the sale by producing the card and demonstrating how effective a new coat of paint would look. Results can also be obtained by giving color cards to "prospects" to take home. When this is done, all members of the family are certain to look over the various colors and take an interest in the selection of what would be the most effective shade for them to use. It is highly probable that this selection will lead to a sale.

Cards Are Expensive.

The fact should not be lost sight of, however, that the distribution of color cards should not be profuse and indiscriminate. A color card should not be given away unless the salesman feels he is investing the expenditure represented in the card to good advantage. If there is a chance for a sale, even though it may seem far from certain, the salesman is probably justified in giving a card, but to hand them out on a speculative basis to people who may be interested in paint but who also may never be interested, is hardly to be commended. It should be remembered that color cards are expensive. While there will always be a certain percentage of loss involved in the distribution of cards, the dealer should aim to make the percentage as small as he can.

Why? some may ask. The manufacturer sends them out to us and we aim to distribute them all; such is the view that some dealers may take. The reason why strict care should be exercised in distribution is this. The cost to the manufacturer of getting out color cards is large. Some cards cost as high as 15 cents. When a dealer secures a couple of hundred or more color cards, the supply is worth quite a substantial sum of money and it should be handled as valuable matter. It must be handled so that the maximum results will be secured for the expenditure. When cards are given to people who cannot on any reasonable basis be judged prospective purchasers of paint, it means that the dealer will either have to refrain from giving cards to all his real prospects or apply sooner for a fresh supply. Giving a color card to one who does not buy and is not likely to in the future is tantamount to throwing away five, ten, or fifteen cents as the case may be.

It is not only the manufacturer who suffers. The dealer loses also. Figure it out in this way. The manufacturer is under a heavy expense in many other ways, besides that involved in the distributing of color cards. He provides lithographs, literature, signs, cases, etc. It stands to reason that the price of paint must be high enough to bear the expense of manufacturing and selling. If the dealer runs up the manufacturers' expenses by needlessly making away with supplies of color cards, he is involving himself in the difficulty as well as the manufacturer.

Conserving the Supply.

There are other ways of conserving the supply of cards besides a canny supervision of distribution. There is occasion regularly to produce a color card in the store to assist a customer in choosing the shade he wants. When the selection is made, the customer has no further use for the card. He may take it with him, but the chances are that it will be left on the counter. Care should be taken to replace the card so that it can be used again. The writer has often seen color cards on the floors or crumpled up on counters—cards which apparently had been produced for inspection and never replaced. This is really a more flagrant form of waste than the other. How many men leave change around on the counters or allow coppers to roll unheeded on the floor? The color card represents so much money and equal compunction should be felt toward throwing it away.

Neither is it advisable to keep the cards in a heap on the counter. Not only do they become dusty but they are too handy there. People will pick them up and carry them off, actuated in a great many cases more by the desire to get something free than to secure proper guidance in the selection of paint. There should be a regular place for the keeping of color cards from which the cards could be taken when occasion arose and to which they could be returned for further use.

A WORD OF PRAISE.

Renfrew, Sept. 10.

"I have read your fall number of Hardware and Metal and must say it is a fine edition. Your paint section deserves credit, or rather the one who is in charge of it. I don't know how he gets something new to write up every week. If the paint business is not improving it is no fault of his, for he is throwing out ideas enough."

Yours very truly,
Eddie Campbell.

TO BUILD BRANCH.

The Metal Shingle and Siding Co., Preston, are to build a branch factory at Saskatoon, Sask., this step having been decided upon in view of the growth of the western business of the company. A good sized factory will be erected in Saskatoon to employ 40 men at the start.

Method of Preventing Shortage of Colors

The "Just Out of That" Remark Does Infinite Harm to Paint Department—One Dealer Keeps Colors Together and Has Weekly Inventory Made of Each Color So That He Can Guard Against Shortage.

"That store is no good."

The speaker was annoyed, and when questioned proceeded to give the cause of his annoyance. "Why," he said, "I went there to get some white paint and they are out of it. I got off the car on purpose to make that purchase. Now, I'll have to give the bloated aristocrats of the street car company another nickel and all for nothing.

"Think of a hardware store being out of white paint," continued the man. "I would go somewhere else for the stuff only I want the same make and this is the only man who handles it in this locality."

The above remarks are not imaginary. They actually were made this week by a man who wanted to get one more can to complete some painting he had started in his house. Moreover, such remarks have probably been made time without number, and, despite the fact that every cloud has a silver lining, such utterances do only harm.

Loses Not Only Sale But Account.

To be "out of a thing," speaks badly for a dealer. It means often a lost sale, and always means that the stock has not been as carefully watched at it should be. Especially should the stock of paint be watched, so that the supply of any color will not run too low. When a dealer says he is out of a certain color, or when one of his clerks has to say that, there is a great danger that not only a sale, but an account is lost. The disappointed man will likely go elsewhere, and being satisfied with the paint he buys, will continue getting what he needs at that other store.

Perhaps paint is the hardest line of all to keep well stocked. To begin with a demand often arises which becomes practically a run. One color may spring into favor, and gallon upon gallon will be ordered in a very short time. Then there are so many colors to be carried that some may be overlooked and their supply allowed to fall off. Where the department is not kept in perfect order such a thing is more than possible, it is likely. For that reason alone, leaving aside for the moment the sales which it tends to draw, an orderly interior display of paint is essential if the results are to be the best possible.

What a Northern Dealer Did.

A Northern Ontario dealer, speaking upon the question of paint, some time ago, referred to the difficulty of keeping the stock complete. He declared that he had been bothered by colors running short—much as occurred with the dealer mentioned unfavorably by the disappointed buyer. He appreciated that he was suffering a loss because of this, and therefore set to work to discover some means by which he could guard against any lack of stock.

"Paint," states this merchant, "is a thing that moves quickly when it moves at all. There may be days when only a few small sales will be made, but then there will come a rush—usually it will be for one particular color and unless the stock of that color has been kept well up the supply will run out.

"I determined that the only way to prevent this was to have a constant inventory of the paint. I keep my stock near the front of the store. It takes very little room, and is always visible both to customers and to clerks. Being in such a prominent position it is absolutely necessary that the display should be kept in perfect order. A can is removed and the vacancy is noticed. Let three or four cans be removed from any one place, and a rearrangement is necessary that the shelves may look full.

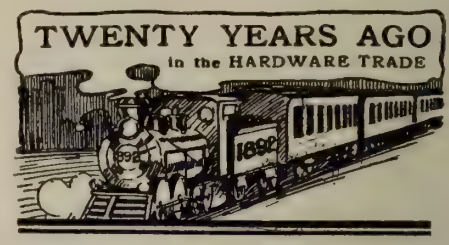
Rearrangement Helps.

It is this necessity of a constant examination which helps us to keep track of our stock. We run our display systematically. The paint is arranged by number, and each number has a certain place on the shelf. Now at each little section a card is placed upon which is entered the amount of the paint in stock—the number of quart and half quart cans. Each sale of this class of paint is also recorded here. Now I make it a point to inspect those cards at least once a week, oftener in the rush season. It is a very easy task to scan these slips. The number of sales is noticed, and these, subtracted from the supply, show what is on hand. It is then a simple matter to judge if more paint is needed.

White Paint in Great Demand.

"Some lines I have found it wise to keep particularly well ahead. White paint is one of these. There is a huge demand for this. White seems to be the favorite color for many kinds of work. It may not be so elsewhere, but certainly it is so here. I usually have an order placed for some white paint, for I find this about the only way to prevent the stock running very near the danger mark."

According to the statement of this man he has never run out of a line since he adopted this system. Its operation is simple in the extreme. It has a great many good points, making necessary a careful arrangement of the paint, and a supervision which tends to bring a quck turn over, and to prevent cans being shoved back where the labels become dirty and torn so that the particular pot is hard to sell. True, the system requires a little of the manager's time. But half an hour or an hour a week is not too much for him to give to this department. The increased profits will yield him a good return for his time, and the fact that it will not be necessary to say, "We are out of that line," will be a great thing for his general business. Customers will not go away disgruntled, as did the young man who gave up his place in a street car to get a can of paint which, he discovered was "just out."



The following items are taken from Sept. 24, 1892 issue of Hardware and Metal:—

"A. Hobbs, hardware merchant, Tilsonburg, Ont., was married last week to Miss Elsie Hilliman."

* * *

"The cholera scare has its effect upon certain lines handled by the hardware merchant. Fall shipments of glass should have begun to arrive about a fortnight ago and the first of them would have reached this market about the middle of the month but for quarantine detention. The Wandrahia, which has been lying off Montreal for above a week, has a large quantity of Ger man glass on board."

* * *

"A novelty in the shape of a win dow dresser called the "Perpetual Motion Exhibitor has been devised. It consists of an arrangement whereby the shelves are carried steadily and slowly up and down the windows, thus bringing everything prominently into view."

Editor's Note.—The motion device has become popular since then and many clever ideas have been evolved to show hardware goods in motion.

Our Campaign for FALL PAINTING Helps Dealers!

We are advertising Fall Painting to help M. L. Dealers dispose of their stocks of our product. It is our policy to use in the M. L. Lines only the best and purest material. The successful results of the M. L. Paint a dealer sells, help to get that dealer more business.

OUR DECORATIVE AID DEPT.

is also established to help out this broad policy of assisting the dealer. By it, we turn over to local trade hundreds of local opportunities for business in M. L. Paint. This department gives free color schemes, and answers questions on painting problems. It pays to be an M. L. Dealer, and to have these helps that guard your profits.

SEND FOR SAMPLES, COLOR CARDS AND QUOTATIONS. WE ARE GLAD TO HELP THE TRADE WITH INFORMATION ON ANY PAINT QUESTION.



These Are THE RIGHT LINES

We make these lines with the utmost care and from the best material. For sale by dealers to the local decorative trade. They give fine results. They mean sure paint profits.

M. L. PAINT

is prepared from pure pigments and oil, carefully mixed. Great covering and protective power. Put up in handy size tins for every kind of job.

FLOGLAZE

is a line of self-varnishing hard-finish colors for all outdoor and indoor uses; excellent for finishing buggies, farm implements, garden furniture, etc., as well as fine indoor finishing.

FLAT WALL COLORS

are a new line, made for plaster and interior decoration. May be washed. Show no brush marks. Many shades available. The Decorative Aid Department furnishes stencil designs to use with Flat Wall Colors.

Imperial Varnish & Color Co., Limited, Toronto

6-24 Morse Street TORONTO | 108 Princess Street WINNIPEG | 365 Water Street VANCOUVER

DO YOU WANT TO KNOW WHY?

ONE HARDWARE FIRM WRITES: "We are glad that we let ourselves be made members of the 'High Standard' Paint Family, for on looking over our books we find we have belonged to this happy family just six months, and in that time we have done more than four times the paint business done in the same month in any previous year."

AND ANOTHER DEALER WRITES: "The results on 'High Standard' are far beyond my most sanguine expectations. The paint has proven absolutely satisfactory. Your help has been far greater than you promised. This, together with the enthusiasm thus created, has boosted my paint sales so that I have sold almost five times as much as in any previous year."

AND STILL ANOTHER: "We are very much pleased at having changed our line of Paint to 'High Standard.' We feel confident we have now the best paint on the market. Our paint sales for the six months we have had 'High Standard' are 25% more than the whole year of 1911."

Would the reading of a number of such letters from reputable dealers impress you? Would you be interested in knowing the reason? Would a demonstration of comparative paint tests (an exhibition of results) convince you, or don't you believe that the moon is real and that the sunshine is genuine?

If you are interested in paint that "gives best results" and a Fall Advertising Campaign that brings business—write us.

Lyon-Monkhouse
Limited
WINNIPEG

Lowe Brothers LIMITED

TORONTO
DAYTON, NEW YORK
CHICAGO

Weekly Market Report --- Paints

WHITE LEAD UP.

As predicted in last week's issue, white lead has been advanced 25 cents.

Linseed oil is down but reports seem to indicate that the bottom has been reached.

Turpentine is also quoted lower this week.

Business generally has been very brisk.

MONTREAL.

Montreal, Sept. 19.—In last week's report it was stated that the corroders of white lead were to hold another meeting, and that a further advance of perhaps 25c would be decided at this. The only point in real doubt about that meeting was the size of the advance which would be made—that the advance would come was absolutely necessary. However, the 25c change was that decided upon.

Other changes have come during the week, but these are of minor importance. In some instances linseed has been dropped a cent. Generally, turpentines are being quoted 3c lower. Outside of this prices remain as last week.

Business generally is exceedingly good. The fall is approaching, and the weather is very fall like, yet there has been but little decrease in ordering. For the heavier lines, the white lead, the putty, and the glass, the demand is exceedingly large.

Another 25 Cent Advance.

White Lead:—While pig lead has dropped slightly upon the primary market it is still some 50c a cwt. higher than it was these few weeks ago, when the last advance in white lead was made. Last Friday, moreover, when the corroders met, pig lead was 65c higher a cwt. than when they had last been obliged to change their prices. They had nothing to do, therefore, but to jump the figures once more and an advance of another 25c, taking the price of the majority of lines to $8.25 a cwt., was determined upon.

Whether this advance will be the last of course remains to be seen. If the syndicate which has lead under control raised the price to £30, as is predicted, or to anything near that sum, there will certainly be further advances. For the time it seems that the $8.25 mark will stand.

As has been said, the high price to which white lead has attained, has not in the least curtailed ordering.

Linseed Oil:—Flax is coming through to Winnipeg in good shape. Early in the week there was a little drop in prices which led some to quote at .79 and .82, but since that has come an upward movement, and the general price to-day is .80 for raw and .83 for boiled oil.

Crop indications are still good, both here and in the States. The future is not certain, but the impression is that prices, though they may advance, will certainly not go as high as last year.

Turpentine:—Stocks are accumulating and as a natural result there has been a fall in price. Locally there is a good deal of the product available, and generally quotations are .62.

Glass:—Rumors from Belgium are still somewhat disquieting, but the local situation is all right. No further advances have been made, and none are expected for a time at least. Stocks—here is the question at present—stocks are fair, but the demand is so exceedingly heavy that there is no telling what may come. It would seem that the handlers are fairly well supplied, but they must get future shipments to be in a position to fill all orders.

Paint:—Here there has been a slight falling off in orders—but only a slight falling off. Still there is a heavy demand, and it would seem that this will continue for some time.

Putty:—Grinders are working their plants day and night. The contractors are demanding heavy supplies, and though whiting is now available, some difficulty is being experienced in meeting the orders.

TORONTO.

Toronto, September 19.—The advance in white lead predicted in last week's issue came to pass on scheduled time, an advance of 25 cents being put into effect. This is probably the most interesting feature of the market, but there has been considerable to interest as well in the movements of linseed oil and turpentine, both of which have been decreased in price.

Business generally is exceptionally good for this time of year. There is a steady demand for all lines and, in some, which are particularly seasonable, the activity is quite marked.

White Lead Up.

White Lead.—In accordance with the decision reached at the meeting of the grinders, the price has been advanced 25 cents, making the local quotation $8.40. It would not cause any surprise here if further advances were declared, so uncertain is the future of pig lead. Indeed some speculation is heard as to the possibilities and probabilities of 9-cent white lead.

The shortage locally has been relieved, but stocks are not yet as large as they should be. Demand is not quite as heavy but it is still pretty brisk at that.

Down, But May Go Up.

Linseed Oil.—On Monday the price of linseed oil was reduced 2 cents to 83 for raw and 86 for boiled. It is now believed that the price will go up shortly. The price of linseed oil has been advanced three times in England during the week, and the figure there is now much higher than the local quotation. In addition to that, reports with reference to the flaxseed crop are now more pessimistic. On the whole it seems safe to assert that the bottom of the market has been reached and that the trend in the immediate future will be upward.

Turpentine Down.

Turpentine.—The price of turpentine, which was quoted variously last week at 63 and 65 cents has now been reduced to 61 cents. There is a fairly good demand.

Putty.—This commodity is firm, and in good demand.

Advance Pending.

Glass.—The glass situation is fraught with grave possibilities. It is asserted that a number of European manufacturers have advanced their prices while others are refusing to quote until the first of the year. There are signs of a shortage in Belgium.

It is understood that some firms are giving 15 and 20 per cent. here instead of 20 and 25, but this is not general, yet Still, it seems assured that the price will be advanced and equally assured that the advance will be a steep one.

Prepared Paints.—There has been a steady demand. Varnishes are also selling briskly.

WINNIPEG.

Winnipeg, Sept. 16.—As anticipated in these columns for some time linseed and boiled oils have taken a drop. A further reduction of 5 cents per gallon is announced, and from the abundance of the flax crop it is pretty safe to predict further reductions in the near future. Turpentine, which has been steady here for months, is also down 10 cents. This drop is in sympathy with the situation at points of production where stocks are reputed to be heavy. Colors are steady, but advances in white lead are altogether within the possibilities of the future considering the somewhat sensational advances in other lead products.

Wet and unsettled weather has delayed all outside work of which there is an immense amount yet to be done.

A good sorting business is being done both in the city and outside points. Goods for fall cleaning and renovating being prominent.

TWO WHITE LEADS

Brandram's B. B. Genuine White Lead

Made by the Brandram's process for practically two centuries.

It is the standard White Lead of the world.

By it others are judged.

It combines all the good points of the Old Dutch process, with scientific improvements by which the body and color are perfected.

Anchor Decorators' Pure White Lead

The base of which is made by the Old Dutch process. It is the best White Lead that can be produced by that method.

Next to the Brandram's process of corroding White Lead, there is none equal to the Old Dutch process.

BEFORE PLACING YOUR ORDER FOR WHITE LEAD, WRITE FOR PRICES AND FULL PARTICULARS TO

THE ONLY WHITE LEAD CORRODERS AND GRINDERS IN CANADA

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's, per lb..$ 30 $ 35

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c.; White Brass, 45c.; Metallic, 45c.; Special, 35c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 13c.; Alluminoid, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c.; "A," 20c.; "B," 18c.; "O," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnalis Metal Co.—Magnolia, 25c.; Defender, 20c.; Mystic, 17c.; Kosmic, 15c.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 50	2 60
Tubes, per 100 ft., 1½ in..	9 95	10 00
" " 2 "	8 65	8 70
" " 2½ "	11 00	11 00
" " 3 "	12 60	12 70
" " 3½ "	15 75	15 80
" " 4 "	20 20	20 30

BRASS.

Spring sheets, up to 20 gauge.. 0 27
Rods, base ⅛ to 1 inch, round. 0 23
Tubing, seamless base, per lb.. 0 26
Tubing, iron pipe size, 1 inch base 0 26
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.
Casting ingot	$19 00
Cut lengths, round bars, ⅛ to 2 in.	27 00
Plain sheets, 14 oz., 14x48 inches, 14x60 inches	29 00
Copper sheet, tinned, 14x60, 14 oz.	30 00
Copper sheet, planished, 14x60, base	37 00
Brazier', insheets, 6x4	29 00

COPPER AND BRASS WIRE

Brass, 45 & 2½ p.c.; copper, 45 p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto
Canadian foundry, No. 1		19 50
Canadian foundry, No. 2..		19 00
Middlesboro, No 3 pig iron	21 00	22 00
Summerlee, No. 2 pig iron	22 50	23 50
Carron, special	23 50	
Carron, soft	23 00	
Cleveland, No. 1	22 00	23 50
Clarence, No. 3	22 75	23 75
Jarrow		23 75
Glengarnock		22 50
Radnor, charcoal iron	33 75	34 50
Ayresome, No. 3		
Ferro Nickel pig iron (8oo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles $..... base	2 50	2 60
Common bar, per 100 lb.	1 90	2 05
Forged iron, per 100 lb.	2 05	2 20
Refined iron, per 100 lb...	2 15	2 30
Horseshoe iron, per 100 lb...	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	2 10	2 25
Iron finish machinery steel (domestic)	2 25	2 25
Iron finish steel (foreign)..	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 15	
Sheet cast steel	0 15	0 15
Toe calk steel	3 00	3 15
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel..	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

Cold Rolled Shafting.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 inch	0 06½
1 7-16 to 3 inch	0 65

Montreal, 35 and 2. Toronto, 30.

BLACK SHEETS

	Montreal.	Toronto
10 gauge	2 50	2 60
12 gauge	2 40	2 65
14 gauge	2 30	2 45
17 gauge	2 30	2 55
18 gauge	2 30	2 55
20 gauge	2 30	2 55
22 gauge	2 35	2 65
24 gauge	2 35	2 65
26 gauge	2 45	2 75
28 gauge	2 50	2 90

CANADA PLATES

Ordinary, 52 sheets	3 90	3 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
20x28x90	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	4 10
24 gauge, per square	5 00
26 gauge, per square	3 85
28 gauge, per square	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best	Best
16-20	3 70	3 35	3 60	3 60	
22-24	3 75	3 40	3 65	3 65	
26	4 15	3 80	4 05	4 05	
28	4 35	4 00	4 25	4 25	

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 80	3 95
26 gauge, American	3 85	3 90
28 gauge, (1% English)	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE

	List	Black	Galv.
¼-inch and ⅜ inch	$ 5 50	65 p.c.	50 p.c.
½ inch	8 50	70 p.c.	59 p.c.
¾ inch	11 50	74 p.c.	64 p.c.
1 inch	16 50	74 p.c.	64 p.c.
1¼ inch	22 50	74 p.c.	64 p.c.
1½ inch	27 00	74 p.c.	64 p.c.
2 inch	36 00	75½p.c.	65½p.c.
2½ inch	57 50	75½p.c.	65½p.c.
3 inch	75 50	75½p.c.	65½p.c.
3½ inch	96 00	74 p.c.	64 p.c.
4 inch	108 00	74 p.c.	64 p.c.

IRON PIPE FITTINGS

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 65 p.c., 7 and 8 in. pipe, 50 p.c.
Light pipe, 60, fittings, 70 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00.

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15x24, $2; 18x30, $2.35; 18x36, $3.50.

HEATING APPARATUS

Hot Water Boilers—47 and 15 p.c.
Hot Water Radiators—45 and 15 p.c.
Steam Radiators—46 and 15 per cent.
Wall Radiators—40 and 15 per cent.
Specials—25 p.c.

OLD MATERIAL

Dealers' buying prices:

	Montreal	Toronto
Heavy oopper and wire, lb.	0 11	0 11¼
Light copper bottoms..	0 09	0 09½
Heavy red brass	0 10	0 10½
Heavy yellow brass	0 08	0 08½
Light brass	0 06	0 06¼
Tea lead	0 02½	0 02¾
Heavy lead	0 02¾	0 02¾
Scrap zinc	0 03	0 04
No. 1 wrought iron	0 02	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 00	0 00¼

LEAD.

	Montreal
Domestic (Trail) pig, 110 lbs.	6 25
Imported pig, per 100 lbs.	6 25
Bar pig, per 100 lbs.	6 50
Sheets, 2½ lb. sq. ft., by roll	6 50
Sheets, 3 to 6 lb., ft.	6 75

Cut sheets ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LEAD PIPE.

Lead pipe, 7½c, net list.
Lead waste pipe, 9c, net list.
Traps and bends, 40 per cent.

SOLDER.

	Per lb. Montreal.	Toronto
Bar, half-and-half, guarant'd	0 27½	0 27½
Wiping	0 24½	0 25

SHEET ZINC.

5-cwt. casks	3 25	3 00
Part casks	3 50	3 50

SPELTER.

Foreign, per 100 lb.	7 00	7 25

TIN AND TINPLATES.

Lamb and Flag and Straits—
56 & 28-lb. ingots, 100 lbs. $56 00 $52 00

Redipped Charcoal Plates—Tinned M L S, Famous (equal Bradley)

	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50
I. X., 14x20 base	5 50
I. X. X., 14x20 base	6 50

Bright Coke

Bessemer Steel— I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne

Dean or J. G. Grade— I C, 20x28, 112 sheets	7 00
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade— XX, 14x56, 50 sheet bxs.)	
XX, 14x60, 50 sheet bxs.)	7 00
XX, 14x65, 50 sheet bxs.)	

Tinned Sheets.

72x30 up to 24 gauge, case lots	8 00	7 35
72x30 up to 28 gauge, case lots		7 85

WIRE.

Annealed Cut Hay Baling Wire.
No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.35; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.
High Carbon, No. 9, $2.00 in cars.

Fine Steel Wire.
Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c.; oiling, 10c.; in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c.; in 1-lb. hanks, 25c.; in ½-lb. hanks, 35c.; in ¼-lb. hanks, 50c.; packed in casks or cases, 15c.; bagging or papering, 10c.

Hay Wire in Coils.
$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

Galvanized Wire.
From stock, f.o.b. Montreal—100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55; 14, $3.15. In car lots straight or mixed.

Poultry Netting.
2-in. mesh, 19 w.g., 60 and 5½ p.c. off.
Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

Smooth Steel Wire.
No. 0-9 gauge, $2.25 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra. Add 60c for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c, spring wire $1.25, bright soft drawn 15c, charcoal (extra quality) $1.25, packed in casks or cases 15c, bagging and paperings 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles 25c, in 1-lb. hanks, 50c, in ½-lb. hanks, 75c., in ¼-lb. hanks, $1.

Wire Cloth.
Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

Wire Fencing.

Galvanized barb		2 45
Galvanized, plain twist		2 75

Car lots and less.
Dominion special field fencing, 33 1-3 p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

Wire Rope.
Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ¾, $5, 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.

Galvanized	2 90
Plain	2 90

PAINTS, OILS AND GLASS.

Barn Paint.

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

Beeswax.

Per lb.	0 40

Chemicals.

In casks per lb.	
Sulphate of copper (bluestone)..	0 07
Litharge, ground	0 06
" flaked	0 06¼
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

Colors in Oil.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow, pure	0 15
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure..	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb. irons	0 06

Enamels.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamal	4 80
Sterling Enamels	3 80
Anchor Floorlustre	1 80

Glue.

	Per lb.
French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" solder sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Perfection amber ground, No. 1230 0 13
Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c, ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	0 12
C	0 11

Paris Green.

	Montreal	Toronto
Drums, 50 and 100 lbs.	0 18¼	0 18½
Packets, 1-lb., 100 in case..	0 20½	0 20¾
" ½-lb. " ..	0 22½	0 22¾
Tins, 1-lb., 100 in case	0 21½	0 21¾

Paris White.

In bbls.	0 90

Pigments.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

Prepared Paints.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 00
"New Era" house paint (Windsor	1 35
Benj. Moore Co.'s "Egyptian" Brand	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English"	2 00
Ramsay's paints, pure	1 70
Ramsay's paints, Thistle	1 40
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 00
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	
Jamieson's Crown and Anchor brand	1 00

Plaster of Paris.

Per barrel	0 30

Pine Tar.

Half-pint tins, per dozen	0 90

Putty.

	Standard
Bulk in casks	2 30
" 100-lb. drums	2 50
Bladders, in bbls.	2 80

Red Dry Lead.

Genuine, 560 lb. casks, per cwt	4 75	5 75
Genuine, 100 lb. kegs "	5 25	6 50
No. 1 casks, per 100 lbs.	4 25	4 25
No. 1 kegs, per 100 lbs.	4 75	4 75

Shingle Stains.

In 5-gallon buckets	0 75

Turpentine and Oil.

	Montreal	Toronto
Can. Prime white petroleum, gal.	0 14	0 13
U.S. Water white "	0 15½	0 14½
U.S. Pratt's astral "	0 19	0 16½
Castor oil, per lb., in bbls.	0 00	0 00
Motor Gasoline single bbls.		0 23½
Benzine, per gal, single bbls		0 21½
Pure turpentine, single bbls	0 62	0 61
Wood turpentine		0 60
Turpentine, second run		0 60
Linseed Oil " Raw	0 80	0 83
" " boiled	0 83	0 86
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

Varnishes.

	Per gal.	cans.
Carriage, No. 1	1 50	
Pale durable body	3 50	
" hard rubbing	3 00	
Finest elastic gearing	3 00	
Elastic Oak	1 50	
Furniture, polishing	2 00	
Furniture, extra	1 20	
" No. 1	0 95	
" Union	0 90	
Light oil finish	1 35	
Gold size japan	2 00	
Turps, brown japan	1 00	
No. 1 brown japan	1 10	
Baking black japan	1 35	
No. 1 black japan	0 95	
Benzine black japan	0 75	



Hundreds of satisfied "**MIN**ERVA" Agents testify to the quality of **MINERVA PAINTS**, the famous British Brand, and to the increased profitable business created by our forceful, energetic help in direct support of their business. It's time you looked into the **MINERVA PROPOSITION**—it's profitable.

Ask any Minerva Agent. Names furnished on request

Pinchin, Johnson & Co. (Canada), Limited

377-387 Carlaw Avenue - - Toronto
128 Princess Street - - - Winnipeg

DISTRIBUTORS AT CONVENIENT SHIPPING POINTS

REGINA—Peart Bros. Hardware Co., Ltd., Distributors for Southern Saskatchewan.
SASKATOON—The Saskatoon Hardware Co., Ltd., Distributors for Northern Saskatchewan.
CALGARY—The Western Supply & Equipment Co., Ltd., Distributors for Southern Alberta.
EDMONTON—The Western Supply & Equipment Co., Ltd., Distributors for Northern Alberta.
VANCOUVER—Wm. N. O'Neil Co., Limited, Distributors for British Columbia.
LETHBRIDGE—The Western Supply & Equipment Co.

Steel Tanks and Self-Measuring Pumps for Paint Oils

They avoid all the loss and inconvenience sustained under the old method. The steel tanks are air-tight and will not permit the oil to gum or stick. The pumps measure the oil according to the Imperial Standard, directly into the customer's can. They count the gallons pumped and compute the charge for fractional gallons.

THE BOWSER PAINT OIL SYSTEM

will put every cent of profit into your pocket, where it belongs. With a Bowser your paint oil department will be as clean and inviting as your shelf hardware department. It draws trade.

Why not investigate now and increase your paint oil profits. Your fellow merchants are using them. They'll help you. Ask for book No. 15.

S. F. BOWSER & COMPANY, INC., TORONTO

66-68 FRASER AVENUE

For Twenty-seven Years Manufacturers of Self-measuring Pumps, Tanks, Gasoline and Oil Storage Systems, Dry Cleaning Systems, etc.

Do you know any of these Bowser users?

James Walker Hardware Co.
Montreal

Noden, Hallit & Johnson,
Toronto

Delormier Hardware Co.
Montreal

Central Hardware Co.
Ottawa, Ont.

J. N. McGregor
Oakville, Ont.

La Cie M. McLaughlan, Ltd.
Boutouche, N.B.

W. J. Robinson,
Bassons, Alta.

Crystal Damar	2 80
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish.	2 00
Canada Paint Co.'s sun varnish.	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 90
B.H. Ltd. "Gold Medal," in cases	2 25
Dependen Lt. H. Oil Finish	1 55
Everlastic Floor	2 65
Flattime floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	6 00
Pure white shellac varnish, in barrels	1 75
Pure orange shellac varnish, in barrels	1 90
No. 1 orange shellac varnish, in barrels	1 20

Window Glass.

Size United Inches.	Star	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 00
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 00

Toronto, 20 and 25 p.c.
Montreal prices, no discount.

Size United Inches	Star
Under 26	$ 3 25
26 to 40	3 45
41 to 50	3 85
51 to 60	4 10
61 to 70	4 35

White Lead Ground in Oil.

	Montreal Per 100 lbs.	Toronto
"Anchor," pure	8 25	8 40
Brandram's B.B. Genuine.	9 25	9 40
C.P.C. decorators, pure	8 25	8 25
Crown and Anchor, pure.	8 25	9 40
Elephant, Genuine	8 50	8 65
Essex, Genuine (Windsor).	....	8 00
Island City Decorators' pure	8 25	8 40
Lily Pure	8 25	8 40
Moore's Pure White Lead.	....	8 40
Monarch (Windsor)	....	8 50
Munro's Select Flake White	8 50	8 65
Purity C.O. Co.'s, Ltd.	....	8 10
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior	8 05	8 15
Sterling Pure	....	8 40
Tiger Pure	8 25	8 40

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

White Zinc (Dry)

Extra Red Seal, V.M.	0 07½

White Zinc in Oil.

Pure, in 25-lb. irons	0 10
No. 1 " "	0 07
No. 2 " "	0 06½

Whiting.

Plain, in bbls	0 75
Gilders bolted in barrels	1 00

HARDWARE.

Adzes.

Carpenters', per doz.	12 00	14 00
Plain ship "	18 00	22 00

Axles and Hatchets.

Single bit, per doz.	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Bread Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 00
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	5 00
Barrell hatchets	5 50	6 25

Anvils.

Buckworth, per lb.	0 10¼

Ammunition.

"Dominion" Rim Fire Cartridges and C.B. caps, 60, 10 & 2½ p.c.; B.B. caps, 60, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 30 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 30 days net.

Ordinary drop shot, AAA to dust, $10.00 per 100 lbs., net list; cash discount, 2 per cent. 30 days; net extra as follows, subject to cash discount only; Chilled, 40c; buck and seal, 80c; no. 25 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

Augers and Bits.

Ford's auger bits	30	and 10
Irwin's auger	40½	
Gilmour's auger	60	
Rockford auger	30	and 10
Gilmour's car	40½	
Clark's expansive	40	
Jennings' Gen. auger, net list.		
Tobin High Speed Bits, 30 and 10.		
Tobin Never Choke, 40 and 10.		

Barn Door Hangers.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith	....	8 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 00
Double strap hangers, dozen sets	....	6 00
Standard jointed hangers, dozen sets	....	6 00
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	6 00
Sovereign	....	7 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.		
Steel, track, 1 x 3-16 in. (100 ft.).		3 25

Barn Door Latches.

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

Bells.

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 55 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

Belting.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10.
Agricultural, not wider than 4 in., 75 per cent.
Lace leather, per side, 80c; cut laces, 85c.

Bird Cages.

Brass and Japanned, 40 p.c.

Bolts and Nuts. Per cent.

Carriage Bolts, common, new, $1 list. 70
Carriage Bolts, ⅝ and smaller 70
Carriage Bolts, 7-16 and up 60
Carriage Bolts, Norway Iron ($3 list) 60
Machine Bolts, ⅜ and less.. 60, 10 & 10
Machine Bolts, 7-16 and up.. 60
Plough Bolts 35, 5 & 10
Blank Bolts 60
Bolt Ends 60
Sleigh Shoe Bolts, ⅝ and less 60 and 10
Sleigh Shoe Bolts, 7-16 and larger 35 and 05
Coach Screw, new list 70
Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts, 60.

Building Paper, etc.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 37
Tarred Fibre, No. 1, per 400 ft. roll	0 85
Tarred Fibre, No. 2 "	0 35
Tarred Fibre Cyclone, 35 lb., per roll	0 35
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain and tarred, per ton	37 00
Carpet Felt, per 100 lbs.	2 00
Tarred wool roofing felt, per 100 lb	1 90
Pitch, Boston or Sydney, per 100 lbs.	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32" & 60", per 100 lb.	3 00
2 Ply Ready Roofing, per sq.	0 70
3 Ply Ready Roofing, per sq.	0 95
2 Ply complete, per roll	1 15
3 Ply complete, per roll	1 35
Liquid Roofing Cement, bris., per gal.	0 15
Liquid tins Cement	0 20
Crude Coal Tar, per barrel	3 00
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 00
Shingle varnish, per barrel	4 00
Caps, per lb.	0 08
Nails, per lb.	0 05
Mop cotton, per lb.	0 15

Butts.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 per cent.

Cement and Firebrick.

Canadian Portland, bags, per bbl.	1 85	1 70
White Bros. English	2 00	2 05
"Lafarge" cement, in wood.	....	3 40
Fire brick, Scotch, per 1,000	25 00	28 00
" English	17 00	21 00
" American, low...	23 00	28 00
" " high....	37 50	35 00
Fire clay (Scotch), net ton..	....	5 00

Chalk and Pencils.

Carpenters Colored, per gross	0 65	0 80
" lead pencils, p. gr	2 40	0 75

Chisels.

Cold chisels, 5 x 6 in., doz.	2 25
Bevel edge, 1 inch, doz.	2 00

Chain.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack-chain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

Churns.

No. 0, 90; No. 1, 90; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

Clamps.

Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 50

Conductor Pipe.

2 inch, in 10 foot lengths				3 30
3 "	"	"	"	4 60
4 "	"	"	"	5 25
5 "	"	"	"	7 25
6 "	"	"	"	8 50

Cotter Pins.

Cotter pins, 90 p.c. Montreal.

Copper and Nickel Ware.

Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 & 5 p.c.
Copper pitts, 30 and 5 p.c.
Foundry goods, hollow ware, 45 p.c.

Door Knobs.

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

Door Sets.

Canadian, 45 and 10 per cent.
Door pulls, 40 per cent.

Door Hangers (Parlor)

Single sets, each (Easy brand)	1 00
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

Door Springs.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

Draw Knives.

Carpenters 6 inch, doz.	5 25
Folding handles, 6 inch, doz.	1 00

Drills.

Bit stock drills, 2-32 in., doz.	0 87

Escutcheon Pins.

Steel, discount 50 per cent.
Brass, 55 per cent.

Eavstroughs.

8 inch in 100 foot lengths	5 00
10 " " " "	3 15
12 " " " "	3 60
15 " " " "	5 25

Add extra 10c per 100 ft. O.G. Round Bead Trough.

Factory Milk Cans.

Milk cans and pails, 35 p.c.
Hand delivery and creamery cans, 40 p.c.
Railways cans, 45 p.c.
Cream cans, 40 p.c.
Creamery trimmings, 75 and 12½ p.c.

Faucets.

Common, cork-lined, 35 per cent

Farrier Knives.

Buckworth, 50 p.c.

Files and Rasps. Per cent.

Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	60 2-5
Jowett's (English list)	37½
Spear & Jackson (English list)	35

Forges.

Blacksmiths portable, 125 lbs. 0 85

Galvanized Ware.

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

Grindstones.

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10

Smaller sizes extra.

Hammers.

Tack, iron, doz.	0 35	
Ladies claw, handled, doz.	0 60	
Adze eye nail hammer, 10 oz., doz.	1 25	
" hickory handle, 1 lb., doz.	0 75	
" straight claw, 1 lb., doz.	7 50	
Farriers hammers, 16 oz., doz.	5 00	
Tinners setting, ½ lb., doz.	4 00	
Machinists, ½ lb., doz.	3 20	
Sledge, Canadian, 5 lbs. and over.	0 06	
Sledge, Masons, 5 lbs. and over.	0 08	
Sledge, Napping, up to 2 lbs.	0 60	

Harvest Tools.

50 and 5 per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

Halters (Snap and Ring).

Jute Rope, ⅜-inch, per gross	8 00
" " ½-inch, per gross	10 80
" " ⅝-inch, per gross	13 80
Leather, 1-inch, per doz.	4 00
Leather, 1¼-inch, per doz.	5 25
Web	2 45

Sisal Halters (Snap and Ring).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

Hinges.

Blind, discount 50 per cent.

Heavy T and strap, 4-in., 100 lb. net	7 25
Heavy T and strap, 5-in., 100 lb. net	7 00
Heavy T and strap, 6-in., 100 lb. net	6 75
Heavy T and strap, 8-in., 100 lb. net	6 50
Heavy T and strap, 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in., per 100 lb.	4 00
over 12 in., per 100 lb.	3 50
Crate hinges and hasp staps, 65 and 5 p.c.	
Chest hinges and hinge hasps, 65 p.c.	

Hinges (Spring)

Spring, per gross—No. 5, $18.10; No. 10, $16.10; No. 20, $8.50; No. 50, $17.35; No. 51, $7.75; No. 128, $14.15.	
Screen door sets—No. 2250, $14.35; No. 2260, $19.55; No. 2275, $21.35; No. 1128, $19.55.	
Chicago hold back screen door, iron, gro., $12.	
Chicago spring hinges, 15 p.c.	
Triplex spring hinges, 40 p.c.	
Chicago surface floor (6,000), 45 p.c.	
Garden City fire house hinges, 12½ p.c.	
"Chief" floor hinge, 50 p.c.	

Hooks.

Wrought iron hooks and staples—	
¼ x 5, per gross	2 25
5-16 x 5, per gross	3 40
Bright wire screw eyes, 60 p.c.	
Bright steel gate hooks and staples.	
Iron screw hooks, 60 and 20 p.c.	
Iron gate hooks and eyes, 60 & 20 p.c.	
Crescent hat and coat wire, 60 p.c.	
Stove pipe eyes, kitchen and square hooks, 60 p.c.	

Horse Nails.

M.H.M. cold forged process list, 10th January, 1912.

Size	Length	Price per 25-lb. box.
Nos. 3	1⅝-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

Horseshoes.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.00; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $5.25; toe weight steel shoes, all sizes, No. 1 to 4, $5.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.30; No. 2 and larger, $1.35; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.90 per box. Put up in 25-lb. boxes.

Horse Weights.

Taylor-Forbes, 4½c.

Ice Cream Freezers.

White Mountain, 6c per lb.

Knives.

Hay knives, net list.
Clauss, 50 and 25 per cent.

Kitchen Enameled Ware.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial, and granite steel, 60 and 10 per cent.
Premier steel ware, 60 per cent.
Star decorated steel and white, 35 per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 40 per cent.

Kitchen Sundries.

Asbestos mats, 50 p.c.		
Can openers, per doz.	0 60	0 75
Mincing knives, per doz.	0 80	0 90
Potato mashers, wire, per doz.	0 60	0 70
" wood, per doz.	0 80	0 90
Vegetable slicers, per doz.	....	1 25
Universal meat chopper, No. 1	....	1 15
Enterprise chopper, each	....	1 30
Spiders and fry pans, 50 and 5 per cent.		
Star A1 chopper, 5 to 32	1 35	4 10
" " 100 to 180	1 75	2 60
Kitchen hooks, bright	....	0 60
Toasters, 50 per cent.		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

Ladders.

2 to 6 feet, 12c per foot; 7 to 1 ft., 15c. Extension ladders, 15c per foot up.

Lanterns.

Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast, per doz.	6 75
Lift Tubular and Hinge Plain, per doz.	5 00

Japanning, 50c per dozen extra.
Prism globes, per dozen, $1.20.
Lamp wick, 50 per cent.

Lawn Hose.

Competition grade lawn hose, 70 and 5.

Lawn Mowers.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $5.25; 9-inch wheel, 3 knives, 12 in. sizes, $5.75; do., 4 knives, $7.35; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

Locks and Keys.

Canadian, 45 and 10 per cent.

BLACK DIAMOND
ALEX·McARTHUR & CO·
LIMITED.
MONTREAL.
REGISTERED TRADE MARK

F. J. COX, Winnipeg, Western Agent

Good Profits and Complete Satisfaction
assured every dealer who recommends and sells our high grade

Black Diamond TARRED FELT

In fact, we guarantee it to last as long as the building on which it is used.
A strong selling point aside from its durability is that it keeps the **house cool in summer and warm in winter.** Investigate at once. Get our prices.
We also manufacture a full line of wrapping papers.

RED S BRAND WINDOW GLASS

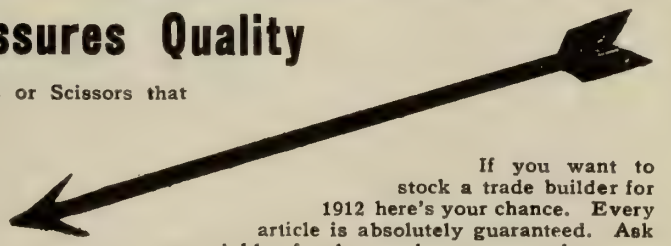


GLASS BENDERS TO THE TRADE

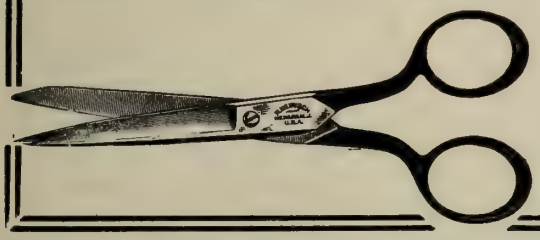
THE TORONTO PLATE GLASS IMPORTING CO., Limited
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS
DON ROADWAY TORONTO

The Name "HEINISCH" Assures Quality
when it is applied to Tailor Shears, Tinners' Snips, Shears or Scissors that are manufactured by us.

85 years of practical experience in their manufacture accounts for their superiority over other makes.



If you want to stock a trade builder for 1912 here's your chance. Every article is absolutely guaranteed. Ask your jobber for them and see you get them.



R. Heinisch's Sons Company
Newark, N.J., U.S.A.

High Grade Cutlery, Electro Plate and Solid Nickel Silver Flatware



No. 1311 Beaded Pattern

PARAGON BRAND
This is a **very popular Medium Weight Line,** Plated with pure Silver on a high grade Nickel Silver base, and possesses an excellent finish.

McGLASHAN, CLARKE CO., Limited - Niagara Falls, Canada
Agents—J. Mackay Rose, 88 McGill St, Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont.
Benj. Rogers, Charlottetown, P.E.I.

HARDWARE AND METAL

Lumbermen's Supplies.

Cant hooks, dozen, from 12 00
Axes, dozen, from 6 00
Axe handles, dozen, from 1 15
Cross cut saws, per foot 0 35 0 43
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

Mallets.

Tinsmiths', 2½x5½ in., per doz.. 1 25
Carpenters', round hickory, 6 in., per doz. 1 85
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 8, oak, per doz.... 15 00

Mats.

Wire door mats, standard, 16x24, doz. 9 00

Metal Polish.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in pkge 6 50

Miners Supplies.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lb., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

Mops and Ironing Boards.

Mops, per doz. 1 20 1 50
Folding ironing boards 16 25 18 00

Nails.

	Wire
1—1½ inch	3 30
1¼ inch	3 00
1½—1¾ inch	2 75
1—2¼ inch	2 65
2½—2¾ inch	2 50
3—3¼ inch	2 45
3¼—4 inch	2 40
4½ inch	2 35
5, 5½, 6 inch (base)	2 30

Cut nails—Montreal, $2.50; Toronto, $2.55.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

Oakum.

Plumbers....per 100 lb. 4 50

Oilers.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen..... 10 00
Davidson oilers, 40 per cent.
¼inc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

Plated Goods.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 10; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

Pieced Ware.

Discount, 36 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

Planes.

Wood bench, Canadian, 40, American, 25 per cent.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

Pliers and Nippers.

Button's genuine, 37½ to 40 per cent.

Plough Lines.

Russian snap .....per gross 30 00
Indian snap ..... " 25 00

Pumps.

Berg's wing pump, 75 per cent.

Razors.	per doz.
Boker's	7 50 11 00
Boker's King Cutter	.... 15 00
Henckel's	7 50 20 00
Gillette Safety, each	.... 3 75

Star Safety Razor, 33 1-3 p.c.

Rope and Twine.

Sisal rope	0 09¾
Pure Manilla Rope	0 14½
"British" Manila	0 11
Cotton, 3-16 inch and larger.....	0 24

Russia Deep Sea line, ⅛ in. diam. and over, 17; under ⅛ in., 18.
Jute, ⅜ and upwards, 10c; under ⅜, 10½c.

Lath yarn, single	0 09
Lath yarn, double	0 08½
Sisal bed cord, 48 feet, per doz..	0 65
Sisal bed cord, 60 feet, per doz.	0 80
Sisal bed cord, 72 feet, per doz.	0 95

Cotton clothes line, 15 per cent. off.

Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine...	0 26
" " 4-ply twine...	0 30
Mattress twine, per lb.	0 45
Staging " "	0 35

Refrigerators.

Sanderson-Harold, 40 per cent.
Galvanized, 45 per cent.

Rivets and Burrs.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 7½ per cent.
Copper Burrs only, 22½ per cent.
Extras on Coppered Rivets, ½-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.
Tinned Rivets, net extra, 3c per lb.
Coppered Rivets, net extra, 2½c per lb.

Rivet Sets.

Canadian, 35 to 37½ per cent.

Rules.

Boxwood, No. 68, 2 foot, doz.....	1 15
Ivory, No. 1282, 2 foot, each	3 50

Sad Irons.

Mrs. Potts, No. 55, polished, per set	0 80
Mrs. Potts, No. 50, nickel-plated, per set	0 85
Mrs. Potts, handles, japanned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

Sand and Emery Paper.

Sand and emery paper, 40 per cent.

Sash Weights.

Sectional, 1 lb. each, per 100 lb...	2 25
Sectional, ½ lb., each, per 100 lbs	2 40
Solid, 3 to 30 lbs.	1 55

Sash Cord.

No. 8, per lb. 0 33

Saws.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

Saw Sets.

Canadian discount, 40 per cent.

Screen Doors and Windows	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 23½ inches	1 60
Perfection window screens, 14x16, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

Scales.

Gurney Standard, 35; Champion, 50 per cent.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45, Weigh Beams, 30.

Scythe Snaths.

Canadian, 40 per cent.

Screws.	Per cent.
Wood F.H., bright and steel...	85 10 12½
" R.H., bright	80 10 12½
" F.H., brass	75 10 12½
" R.H., brass	70 10 12½
" F.H., bronze	70 10 12½
" R.H., bronze	65 10 12½
Drive screws	85 10 12½
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	$5 00
" iron, per doz.	4 25

Screws (Machine).

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 p.c.

Screw Drivers.

Sargent's, per dozen 0 65 1 00
North Bros., No. 30, per doz. 16 80

Scissors and Shears.

Clauss, nickel scissors and shears, 60; Japan, 45; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

Shelf Brackets.

No. 140, 65 and 10 per cent.

Skates and Hockey Sticks.

Starr skates, 37½ per cent.
Boker, hockey, 30c upwards; spring
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.00, $5.00.
Pucks, net, $1.50.

Shovels and Spades.

Canadian No. 1 grade, 60 and 7½ p.c. off; No. 2 grade, 55 and 7½ p.c. off; No. 4 grade, 45 and 5 p.c. off.
Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ per cent.

Scoops.

Grade 1, 2, 3, 50 and 5 per cent. off.
Grade 4, 50 per cent. off.

Squares.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

Snaps.

Harness, 25 per cent.

Soldering Irons.

Base, per lb., 25 cents.

Stamped Ware.

Plain, 75 and 12½ per cent.
Retinned, 75 and 5 per cent.
Tinners' trimmings, 75 and 5 p.c.

Sap Spouts.

Bronzed iron with hooks, per 1,000 7 50
Eureka tinned steel, hooks, per 1,000 ..... 8 00

Staples.

Poultry netting, 100 lbs. 5 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 0 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

Stable Fittings.

Dennis Wire & Iron Co., 33 1-3 p.c.

Stove Boards.

Lithographed, 60 and 10.

Stovepipes.

5 and 6 inch, per 100 lengths..... 7 62
7 inch, per 100 lengths 8 18
Nestable, 40 per cent.

Stovepipe Elbows.

6 and 6-inch, common, per doz... 1 22
7-inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, 70 per cent.

Stocks and Dies.

No. 20 Beaver Die Stock 18 75

Stones—Oil and Scythe.

Washita .....per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "	....	0 18
Deer Creek "	....	0 10
Deerlick "	....	0 25
" Axe "	....	0 15
Lily white "	....	0 42
Arkansas "	....	1 80
Water-of-Ayr "	....	0 10
Scythe .....per gross	3 50	5 00

Tacks, Brads, Etc.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ⅞ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 55 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

Tape Lines.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea.	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. each	1 10
Chesterman's Metallic, No. 1821..	1 95
" Steel, No. 1849, 50 ft..	....

Trowels.

Disston's, 10 per cent.

Thermometers.

Tin case and dairy, 75 to 75 and 10 p.c.

Tinners' Snips.

Discount 35 per cent.

Tinners' Trimmings.

Discount, 45 per cent.
Plain and retinned, 75 and 12½%.

Traps (Steel Game).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

Traps (Rat and Mouse)	Doz.
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 35
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

Vises.

Per pound	0 12 0 12¾
Hinged pipe vise, 25 lbs....	3 55
Saw vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

Washing Machines.

New Ontario	41 25
Round, re-acting, per doz.	51 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer...	180 00

20 per cent.

Wringers.

Royal Canadian, 11 in., doz.	47 75
Eze, 10 in., per doz.	48 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

Wheelbarrows.

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

Whiffletrees.

Tubular steel whiffletrees, 28 in...	0 70
" " " 34 in...	1 00
" " " 36 in...	1 25
" " neckyokes, 36 in....	1 05
" " doubletrees, 40 in..	0 95
" " lumbermens, 44 in..	1 15

Wood Handles.

Second growth ash fork, hoe, rake and shovel handles, 40 per cent.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Carriage neckyokes and whiffletrees, ash 35, hickory, 40 per cent.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 per cent.
All other ash goods, 40 per cent.
All hickory, maple and oak goods, 25 per cent.

Wrenches.

Agricultural, 67½ per cent.

Wrought Iron Washers.

Canadian, 50 per cent.

WINNIPEG HARDWARE QUOTATIONS.

Ax Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.85; p.g. oak, $2.90.

Augur Bits—"Irwin" bits, 47½; other lines, 70 and 10 per cent.

Barb Wire—Lyman 4 pt., $1.86 f.o.b. Fort William; $2.25 per spool of 80 rods f.o.b. Winnipeg; Guidden 2 pt., $1.74 f.o.b. Fort William; $2.12 per spool of 80 rods f.o.b. Winnipeg; Baker 2 pt., $1.73 f.o.b. Winnipeg; Waukegan 2 pt., $1.74 f.o.b. Fort William; $2.13 per spool f.o.b. Winnipeg; Alberta 2 pt., $1.73 f.o.b. Fort William, $2.06 per spool f.o.b. Winnipeg; American special, 2 pt., $1.45 f.o.b. Fort William; $1.73 per spool f.o.b. Winnipeg; plain twist, $2.80 f.o.b. Fort William, $3.20 per 100 lb., f.o.b. Winnipeg; coil spring wire, No. 9, $2.07 per 100 lbs., Fort William; $2.50 at Winnipeg.

Bolts—Carriage, ⅝ and smaller, 65; 7-16 and larger, 55; machine, ⅝ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3 small lots, 2½; stove bolts, 77½.

Bar Iron—Bar iron, $2.90; Swedish iron, $4.25; sleigh shoe steel, $2.45; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—$3.25 per keg base. Wire nails, base, $2.80 Winnipeg; $2.35 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 28c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.34.

Canada Plates—Half-polish, 6 and 7-inch, $3.50; 8-inch, $3.75; full polish, 6 and 7-inch, $4.35; 8-inch, $4.40.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.55; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾ oz., $4.80; Queen's Head, 20, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware—37½ per cent.

Grindstones—Per 100 lb., $1.85.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoe, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

Harvest Tools—50, 5 and 5 per cent.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, $3.75; grass, $1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe—Black, per 100 feet: ¼ inch, $2.35; ⅜ inch, $2.40; ½, $3.25; ¾, $3.80; 1 inch, $5.55; 1¼, $7.55; 1½, $9.00; 2, $11.40; 2½, $18.25; 3, $24.00; 3½, $31.50; 4, $36.00; 5, $45.45; 6, $58.90.

Galvanized pipe—½ inch, $4.30; ¾, $5.15; 1 inch, $7.70; 1¼, $10.00; 1½, $12.00; 2 inch, $15.50; 2½, $25.80.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $6.

Poultry Netting—67½ per cent.

Pig Lead—$6. Lead Pipe—Full coil, $8.25 per cwt.; cut coil, $9.25 per cwt.

Lead Waste—$7.00.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 46c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 9¼c; Pure Manila, 13¾c; British Manila, 10¼c; lath yarn, 9c.

Staples—Bright wire, $3.80 f.o.b. Fort William; $2.90, Winnipeg.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ per cent.; No. 3, No. 4, 50 and 2½ per cent.; No. 1 scoops, 50 and 6 per cent.; all other grades, 45 and 5 per cent.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $32 per cwt.

Screws—Bright iron round head, 80 and 10 p.c.; flat head, 85 and 10 per cent.; round head, brass, 70 and 10 per cent.; flat head, brass, 75 and 10 per cent.; coach, 85 per cent.

Staples—Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

Linseed Oil—Raw, per gal., 98c; boiled, per gal., 95c.

Turpentine—Per gal., barrel lots, 70c.

Dry Colors—White lead in ton lots, decorators' pure, $8.75; decorators' special, $7.75; in small lots advance price 25 cents per cwt.; red lead, kegs, $6.50; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3¼c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3c, 3½c; English purple oxides, in casks, 3½c; less quantities, 4c per lb.

Putty—Casks, $2.90 per cwt.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

Paris Green—22 cents per 112-lb.
Paris Green—11¼ cents per 112-lb.

ARE YOUR CUSTOMERS EDUCATED

to the advantages of "FALL PAINTING?"

The fine cool days of September and October are ideal for Painting and better results are obtained than if the work is done in the spring, with its flies, dust and changeable weather.

Point this out to your customers.

Point out also that

JAMIESON'S

PURE PREPARED PAINTS

and

VARNISHES

Brands:
CROWN AND ANCHOR
ISLAND CITY
RAINBOW

give results that are second to none. They are sold at a reasonable price and they have our reputation and guarantee behind them.

A Better Paint Has Not Been Made.

R. C. Jamieson & Co., Limited

ESTABLISHED 1858

Owning and Operating

P. D. Dods & Co., Limited

Montreal and Vancouver

MURESCO

30,000,000 POUNDS SOLD IN 1911

WHY?

BECAUSE

It covers more surface and covers it better with one coat than any other similar material on the market.

Of the nature of its ingredients it is highly sanitary.

It does not rub off, crack, peel, blister or show laps when properly applied.

It is so easily applied.

Every lot manufactured is carefully tested before shipping.

Send for Color Cards and Literature

Benjamin Moore & Co., Limited

TORONTO NEW YORK CLEVELAND CHICAGO

Get The Most Paint Trade In Your Vicinity

You can easily do it if you will sell

Stephens

Pure Ready Mixed PAINTS



This paint successfully withstands all Western climate changes and has **proven itself more durable** than any other make.

It is made from pigments which are purchased in the best market in the world—pigments that we combine with pure linseed oil. Only the latest and most up-to-date mixers are used.

Write for our agency proposition.

It will interest you.

G. F. STEPHENS & CO.

LIMITED

WINNIPEG, - - - - CANADA

Branch at Calgary, Alta.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance :—
2c. per word first insertion.
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required

AGENCIES WANTED

EXCLUSIVE AGENCIES WANTED FOR hardware specialties. Territory of Western Canada, Great Lakes to Pacific Coast. Thoroughly and regularly covered by travellers. Correspondence from manufacturers solicited. H. S. & H. E. Mussett, 41 Scott Block, Winnipeg. (41)

FOR SALE

THIRTY SWISS RIFLES AT $2.35 EACH. Apply to The W. W. Chown Co., Limited, Belleville, Ont.

BUSINESS CHANCES

HARDWARE—WELL ESTABLISHED, UP-to-date. Thriving city in Ontario. Best reason for selling. Box 703, Hardware & Metal, Toronto. (48)

HARDWARE AND TINSMITHING BUSINESS in Eastern Ontario city. Stock estimated $12,000 to $15,000. Apply Box 702, Hardware & Metal, Toronto. (37tf)

FOR SALE — UP-TO-DATE HARDWARE and tinsmithing business in town on Lake Huron. Stock and fixtures $5,000. Box 704, Hardware & Metal, Toronto. (40)

FOR SALE—WELL ESTABLISHED HARDware business in rapidly growing suburb of Montreal. Stock about $5,000. Satisfactory reasons for selling. Apply "Seller," care of Hardware and Metal, Montreal. (39)

FOR SALE—AT GUELPH, ONT.—WELL assorted stock of general hardware at a rate on the $. Stock and fixtures about $15,000.00. Favorable lease. Immediate possession. Osler Wade, Assignee, 64 Wellington Street West, Toronto, Ont. (38)

HARDWARE FOR SALE IN SASK. TOWN—stock and fixtures $4,000; turnover $17,000 net; profit $2,700; best country, Canadian and American settlers. Cash or good city real estate or farm lands for all. Property on lease. Box 699, Hardware and Metal, Toronto. (40)

WELL ESTABLISHED HARDWARE BUSIness—one of the best in north-west end of Toronto. Turnover about $1,500 monthly, and about $4,000 stock and a small rent. Reason for selling, met with an accident, and not able to look after business. Apply Box 701, Hardware & Metal, Toronto. (38)

THRIVING HARDWARE BUSINESS FOR sale, consisting of shelf and heavy hardware, stoves, etc. Located in central part of Ontario; three railroads; turnover $50,000; stock $10,000, which is being reduced. Excellent chance to buy at rate on dollar. Retiring from business. Box 618, Hardware and Metal, Toronto. (52tf)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 15 cents postpaid, or two sets for 25c while they last. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white card marked 25c, 50c, 75c, $1, $1.25, $1.50, $1.75, $2, $2.50, $3, $3.50, $5. Dozen in set, per set 25 cents postpaid. Technical Book Dept., 143 University Avenue, Toronto. (tf)

BUSINESS CHANCES

H. H. PIGOTT & CO., LTD., BUSINESS Brokers and Financial Agents, 286 Bannatyne Ave., Winnipeg, Canada.

HARDWARE—ONE OF THE BEST OPENings on the Soo line. Stock $8,000. Turnover nearly $32,000, with extra good profits. $4,000 cash will handle. Store can be rented or purchased at reasonable price. H. H. Pigott & Co., Ltd.

HARDWARE, LUMBER AND IMPLEMENTS—on Neepawa-Rossburn section of C.P.R., in an excellent agricultural district where owner carries stock of $4,500. For quick sale this can be purchased at a specially low rate on the $. Last year's turnover was $28,000, giving net profit of $3,000. An exceptionally good opening. Building can be secured at very low rent. H. H. Pigott & Co., Ltd.

HARDWARE—IN GOOSE LAKE DISTRICT, Saskatchewan. Stock $8,000; $35,000 turnover. Practically all cash. $3,000 cash and balance arranged. H. H. Pigott & Co., Ltd.

HARDWARE—IN PROGRESSIVE SASKATchewan town of 300 population. Stock is $5,700. Turnover $13,000. Owner wants $1,500 cash, with good security for balance. Write us for particulars. H. H. Pigott & Co., Ltd.

HARDWARE—$6,500 STOCK IN ONE OF the growing suburbs of Winnipeg. Doing a turnover of $27,000 yearly. Purchaser can secure possession on a reasonable cash payment and assuming wholesale liabilities. Write for particulars. H. H. Pigott & Co., Ltd.

HARDWARE—ON BRANDON-SASKATOON section of C.P.R. Stock $7,500. Turnover $30,000. Netted owner $3,500 last year. Would sell store also. Price $4,500. Good tinsmith business in connection. H. H. Pigott & Co., Ltd.

HARDWARE, CROCKERY AND TINSMITHing—live town Southern Saskatchewan. $14,000 stock; $45,000 turnover. Terms $8,000 cash. Balance easy payments. Nothing better on the market. H. H. Pigott & Co., Ltd.

HARDWARE AND FURNITURE—ON OUTlook extension in Saskatchewan. Stock $5,000. Store $3,600. $3,600 cash and balance arranged with wholesalers. Railway service just started and business is increasing very rapidly. Profit should run from $3,000 to $5,000. H. H. Pigott & Co., Ltd.

WRITE US IF YOU WANT TO BUY OR sell. Our booklet, "Business Opportunities and Investments in Western Canada," will interest you. H. H. Pigott & Co., Ltd. (38)

SITUATIONS WANTED

TRAVELLER HAVING PROVED HIS ABILity by greatly increasing his firm's business in the territory covered and being an aggressive salesman wishes to secure a position with manufacturing concern. Box 668. Hardware and Metal, Toronto. 18—21t

SITUATIONS VACANT

WANTED — AN EXPERIENCED HARDware clerk for wholesale and retail trade. Must speak good French. Apply Gray-Harvey Company, Ltd., Rideau St., Ottawa, Ont. ((50)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED—HARDWARE CLERKS WITH A few years' experience. Must be capable of looking after stock and good salesmen, reliable, temperate and not afraid of work. Apply to The Wells Hardware Co., Ltd., Fort Frances, Ont. (38)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

Interested ?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use
A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches All These Men

RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,
1c. per word subsequent insertion,
5c. extra per insertion for box number if desired.

Hardware and Metal

MONTREAL TORONTO WINNIPEG

A Bargain

must have two essentials in order to deserve the name—it must be useful and cheap.

Hardware and Metal

offers a real bargain in its Want Ad. Department. Here, at the lowest possible cost, you can place before the very persons most interested, **hardware men and men in the allied trades,** any respectable business proposition.

Here is Proof of the Value

SIXTY SWISS ARMY RIFLES, at $2.50 each. Box 920, HARDWARE AND METAL, Toronto. (48)

F. Y W. Braithwaite, Blind River, Ontario, who inserted this ad., says "It brought us replies from nearly every province of the Dominion."

The Cost was 39c

If you have any proposition, in which you consider hardware dealers, clerks or travellers would be interested, try a want ad. in

Hardware & Metal
Toronto Montreal Winnipeg

RATES (payable in advance)
2c. per word one insertion
1c. per word subsequent insertion
5c. extra per insertion for box number if required.

"RUSSWIN" BUILDERS' HARDWARE

We are jobbing agents for the famous "RUSSWIN" line of builders' hardware. Our stock contains the latest and most artistic designs on the market to-day. By selling "RUSSWIN" LOCK SETS you will be in the best position to get the CONTRACTORS' business in your town.

COAL CHUTES

Agents for Manitoba and Saskatchewan for the DOWN DRAFT COAL CHUTE. A large stock always on hand.

THE WINNIPEG PAINT AND GLASS CO. LIMITED
EVERYTHING FOR A BUILDING

WINNIPEG EDMONTON

NEW **ERA** PAINT

If you are looking

for a paint that will give satisfaction under all conditions, sell **NEW ERA PAINT.** You will find it lasts longer, covers more surface, and holds its color better than any other prepared paint.
There's a steady demand for **NEW ERA** everywhere its merits are known.

WRITE FOR PRICES

Standard Paint and Varnish Co. *LIMITED*
WINDSOR, ONT.

Queen City Water White Oil

GIVES PERFECT LIGHT

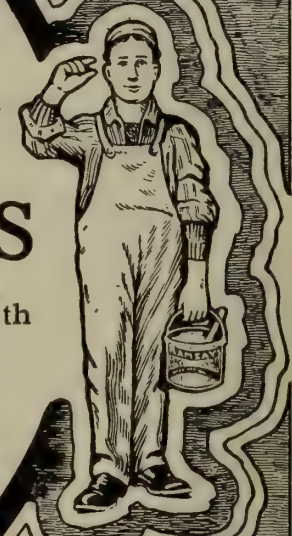
FOR SALE BY DEALERS EVERYWHERE

The Right Paint

1842

COLD WEATHER AND FROST

have no effect on Ramsay's Paints. Those dealers handling this line know there is no danger of complaint that Ramsay's Paints cannot be satisfactorily applied in cold weather.



RAMSAY'S PAINTS

are made to stand the rigorous Canadian climate with all its extremes. They are made right to paint right, and your stock for this fall and winter should be Ramsay's.

Will you answer our invitation to be a Ramsay Agent.

A. RAMSAY & SON CO.
MONTREAL
Paint Makers Since 1842

To Paint Right

to now

121

STERLING PREPARED PAINTS

A Dependable Line That Trade Will Demand

After you have introduced this line of paints to your trade **your sales will increase rapidly.** Your customers will demand it because the quality is very rare—because the price will please them. Lay a strong foundation for a **big paint trade**—stock **"Sterling" prepared paints NOW.**

WRITE FOR COLOR CARDS AND PRICES

CANADIAN OIL COMPANIES, Limited, Toronto

HALIFAX ST. JOHN MONTREAL QUEBEC WINNIPEG
CALGARY EDMONTON HAMILTON LONDON OTTAWA

The Practical Man Knows

The Practical Painter has used Canada Paint Company's Paints, Colors, Varnishes and Enamels, for a great number of years. The materials that please him will give satisfaction to your customers. This fact will safeguard you when you are purchasing your stock,

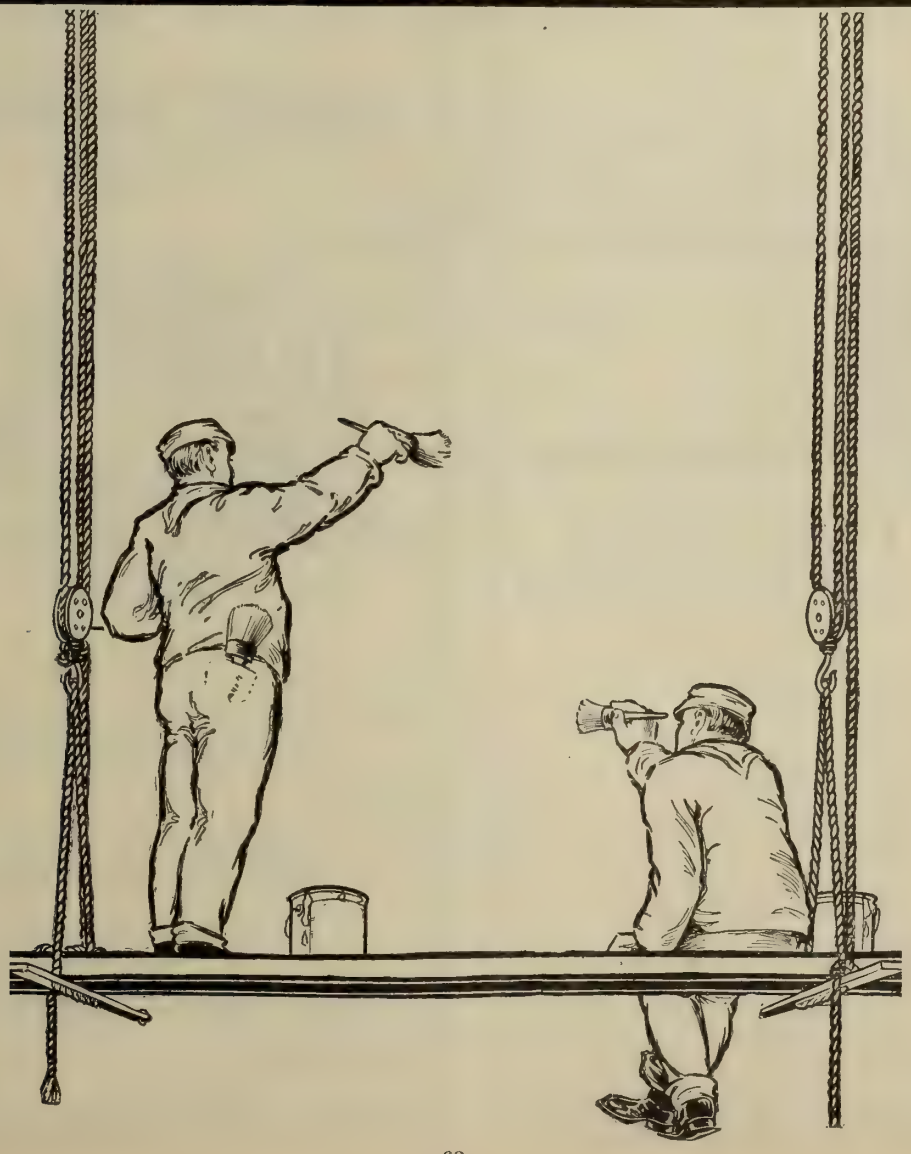
We manufacture a full line of Paints, Varnishes, Colors, Enamels, Stains, Oxides, White Lead, Linseed Oil, etc., of satisfactory quality.

Good goods at moderate prices.

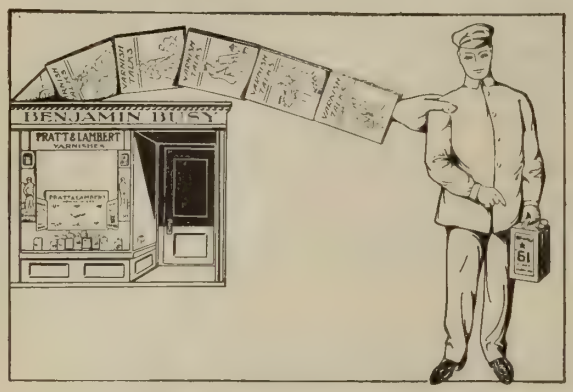
THE CANADA PAINT COMPANY, Limited

Paint, Varnish and Dry Color Makers. Linseed Oil Crushers

Factories and Offices, Montreal, Toronto and Winnipeg. Oxide Mines, Red Mill, Quebec,



Varnish Talks Is Getting The Painters' Trade



DO you realize, Mr. Dealer, what an important part the painter is to your varnish trade—yet how hard it is for a varnish manufacturer to advertise to him successfully?

We have overcome this through our own painters' magazine, "Varnish Talks," that goes to a greater number of painters than the combined circulation of all the regular painters' papers.

This paper is read because it is a real magazine, containing practical helpful information on painting and wood finishing.

Every Pratt & Lambert Dealer is entitled to send us free subscriptions to this little magazine for his painter customers.

No other house in the regular varnish trade offers you such assistance to get this, the most important trade of your varnish business.

Write for Our Interesting Selling Proposition

PRATT & LAMBERT-Inc.
VARNISH MAKERS
24 COURTWRIGHT STREET, BRIDGEBURG, ONTARIO
FACTORIES
BRIDGEBURG, ONTARIO
NEW YORK BUFFALO CHICAGO
LONDON PARIS HAMBURG

BANNER
TRADE MARK.

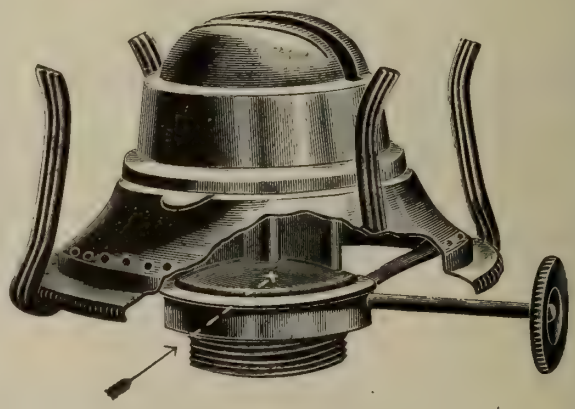
HAVE YOU ARRANGED

for your

Burner Requirements?

Price of Brass is Daily Going Up!

"BANNER" Burners have not YET!!



Now is the time to get your Contracts in BEFORE prices advance!

BRANCHES:
56 Albert Street, Winnipeg.
30 St. Dizier Street, Montreal.

Ontario Lantern & Lamp Co., Limited
HAMILTON, ONTARIO

The P's and Q's of the Paint Store Man

"If you would succeed you must mind your Ps and Qs." "Quality" and "Profit" trip up too many business men. They get profit too high, quality too low, and wonder what was wrong when the crash comes.



MARTIN-SENOUR PAINT 100% PURE

is a real business insurance. Its quality and a reasonable profit will make your business boom. The dealers who know say so. Write today for the proof and our proposition to insure your business the same way.

THE MARTIN-SENOUR CO., Limited

Pioneers of Pure Paints

MONTREAL CHICAGO WINNIPEG LINCOLN

Do you think that this means anything to your varnish trade?

The Varnish That Lasts Longest



DOUGALL VARNISH

is made to wear and made to last. It is quick drying but very elastic, and will not crack or peel. A gallon of Dougall Varnish goes as far as a gallon and a half of any other brand. These are Facts, not fiction. It pays to sell Dougall Varnish. It always gives satisfaction.

The Dougall Varnish Company, Ltd.

305 MANUFACTURERS ST. J. S. N. DOUGALL, President

MONTREAL CANADA

Associated with Murphy Varnish Co., U.S.A.

Revolving Cases

Help Your Clerks To Keep System!

You can do it and save many arguments and much time by installing

The American Bolt and Screw Case

Besides being a time saver and systematizer it gives an up-to-date, business like appearance to your store.



Made from the best Tennessee Poplar and finished in imitation of Mahogany with sizes they contain nicely printed.

If you are particular about keeping your stock in A 1 shape-get one of these revolving cases.

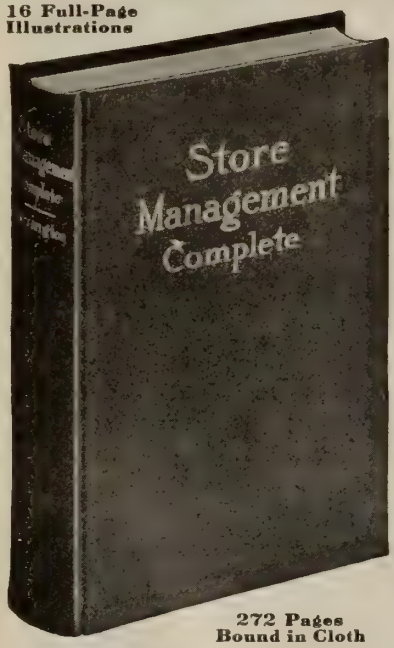
Write for full particulars and prices

The American Bolt & Screw Case Co.

Dayton, Ohio, U.S.A.

Store Management—Complete

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK

BY

FRANK FARRINGTON

A Companion Book to

Retail Advertising Complete

$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—**THE STORE POLICY**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

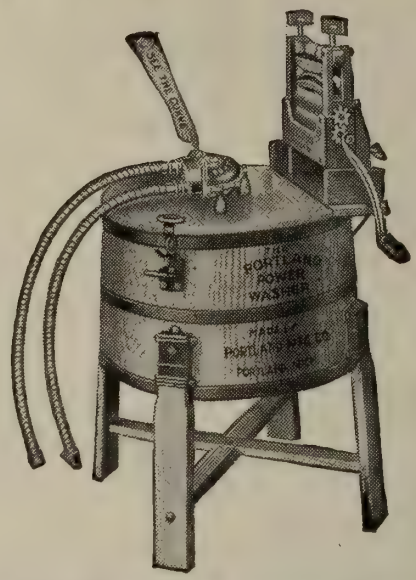
ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

TECHNICAL BOOK DEPARTMENT

143-149 University Ave., - Toronto, Canada

FROM STOCK



Only 20 lbs. Pressure Required

The Supreme Test

The supreme test of a Washer's worth is the way the Washer washes. Try it out with the Dirty Shirt test. Take an unusually dirty but originally white shirt, run it through the Portland Water Power Washer, and you'll find that the shirt itself is not only perfectly clean (provided, of course, that the dirtiness of the shirt isn't due to paints, etc.), but that the neck and wrist bands too are spotless.

The Portland is a trouble-less washer—it relieves all washer worries.

Made complete in our own factories—washer, motor, and furniture finished tub.

If you're looking for a quality washer that's really worth while get after your hardware jobber, or write direct to us.

HENDERSON & RICHARDSON

Formerly J. A. HENDERSON

Board of Trade Building, MONTREAL

SOLE CANADIAN AGENTS FOR

PORTLAND MFG. CO., - Portland, Mich.

The Largest Manufacturers of Washing Machines in the World

Glass

and

Emery

Paper

and

Cloth

For nearly 100 years the products of

Peter Orr & Sons
280 Cathedral St.
GLASGOW

have been used in all parts of the world. They are famed for their excellence and hard wearing qualities.

You will find Orr's Glass and Emery Cloths and Papers a good line to stock.

Samples and prices from

Agents—
George Peatt & Co.
Box 1651, Winnipeg, Man.

PRICES QUOTED IN DOLLARS & CENTS.

HEADQUARTERS

LAMP BLACKS

Sixty-two Years In Business

LAMP BLACKS

Sixty-two years' experience, enabling us by dint of superior quality in building up the largest business of bulk and package Blacks, not only in England and America, but in the world.

In order to be sure of the best and most economical, look for the Red Seal on every package.

Manufacturers of Old Standard, Eagle, Globe and Pyramid Germantown Brands.

WHY BUY THE NEAR BRAND WHEN THE BEST IS PROCURABLE?

L. MARTIN CO
81 FULTON STREET
NEW YORK U.S.A

The Connor Line For Fall



is very complete, including nine styles of washing machines and about the same number of wringers. These are shown and described in our new catalog, which also contains particulars about the latest improvements in washing machine construction. Every progressive dealer will want a copy.

Send us your name and address.

J. H. Connor & Son
LIMITED
Ottawa -:- Canada



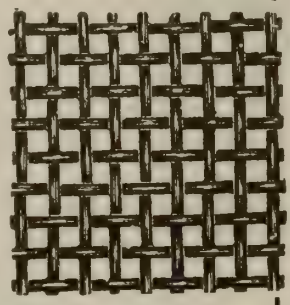
GOODS THAT LAST

WHEN YOU ARE IN THE MARKET FOR

Wire Cloth

Perforated Sheet Metals
General Wire and Iron Work

Consult us. We have goods that have a clean record, ensuring the buyer his money's worth and the dealer a good profit.



Do not hesitate about sending us your order or specify our goods when ordering through your Jobber.

Have you a copy of our new catalogue?

Canada Wire and Iron Goods Company
HAMILTON, ONT.

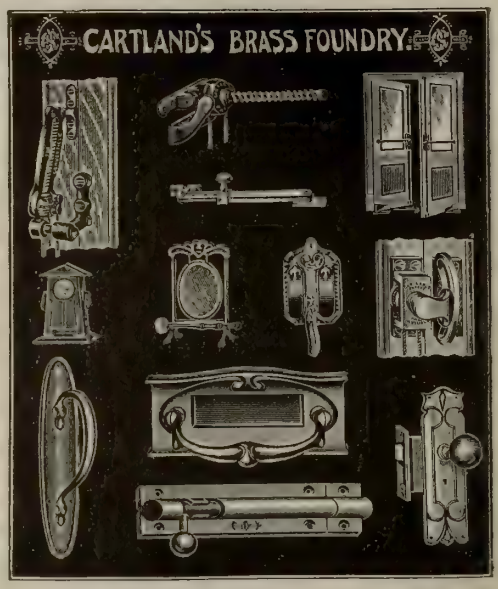
We Specialize in all kinds of Steel Cells, Steel Work, Etc., for Prisons, Jails and City Lockups.

JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



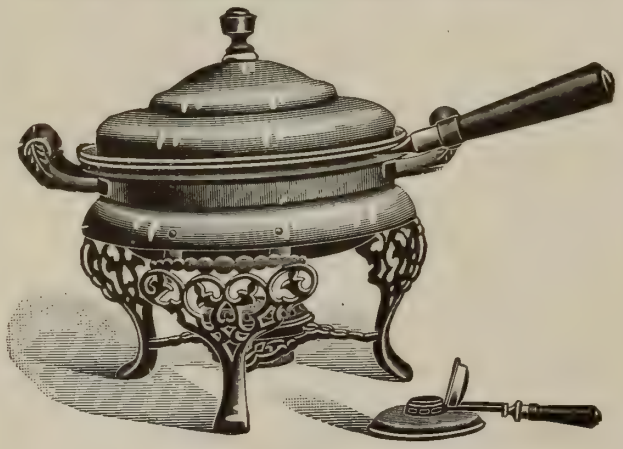
Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Our new Catalogue, 1911 edition, fully illustrated, mailed free on Application to wholesale Hardware Merchants.

Choice Chafing Dishes

ALWAYS MAKE ACCEPTABLE PRESENTS



Made in Silver and Nickel Plate, capacity three pints. Patent asbestos forced draught lamp with each dish, or peerless regulating lamp. Handles of rubberoid or staghorn.

Ask for Catalogue.

The Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives

H. F. McIntosh & Co., 28 Toronto Street, Toronto

Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold — gives the dealer no trouble.

They are metal—hand fitted valves — air-tight—strong—lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

Write



The

R. McDougall Co., LIMITED

GALT, CANADA

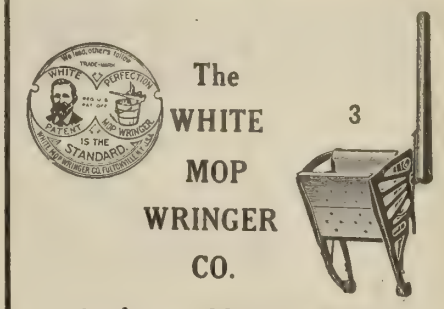
LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS
Ontario—Baines & Peckover, Toronto
Manitoba — Bissett & Loucks, Limited, Winnipeg

Reliable QUALITY



The WHITE MOP WRINGER CO.

is the world's standard.

It wrings mops thoroughly, easily, quickly and neatly.



Sold by Jobbers and the old reliable White Mop Wringer Co.

MADE IN CANADA





WHITE MOP WRINGER CO.
FULTONVILLE, N.Y.

Put the FORD to this test



Take an ordinary piece of wood, after starting the screw point, do not use any pressure on the brace. After the lip begins to cut, count the number of turns it requires to bore through the wood. Then do the same on the end grain of Hickory or any hard wood you wish.

Than try any other Bit you may have in these same ways.

The result will prove our claim that the Ford is the fastest boring, smoothest working and most accurate boring Bit yet produced. Give the FORD the above test.

and be convinced of its superiority

It is universally used by all progressive carpenters and electricians, and its almost phenomenal sale tells the story of its practicability for all kinds of work.

It bores almost twice as fast as the average bit in both hard and soft wood, wet or dry or even frozen. It is unexcelled for the finest, fussiest work.

No clogging, no turning off—a knot can't stop it, it is accurate to the fraction of an inch. The FORD is imitated but not equalled.

Write for our free catalogue E.

FORD AUGER BIT CO.,
Holyoke, Mass.
Makers of Auger Bits, Ship Augers, Car Bits and Boring Machines.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

"THERMO"

The Washer

Easy to Sell

That makes the Washday Bright



Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.

THE LONDON FOUNDRY CO., LTD., LONDON, CANADA

F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto; MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

A Common Sense Talk

AIR IS CHEAP. You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impurity of the air breathed from day to day and night to night.

Crowded rooms, whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

House Building is a Science Nowadays and no Building is Complete Without one of our J. W. Harris Ventilators.

THE VENTILATOR ITSELF IS AN ORNAMENT and can be made to suit the character of the building, either as to size or as to quality of material.



Montreal, Dec. 4th, 1905.

Messrs. J. W. Harris Mfg. Co., Ltd.,
City

Dear Sirs,—

In answer to your letter of the 25th ult., I must say that I am very much satisfied with the results of the "ZEPHYR" Ventilators.

Yours truly,
W. CHAMPAGNE,
191 St. Paul St.

Dealers everywhere will find a double profit in handling this ventilator. Write direct for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

The J. W. Harris Mfg. Co., Ltd.

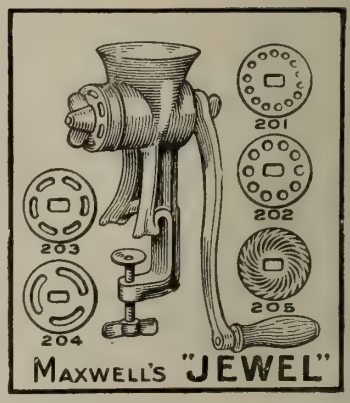
General Contractors and Manufacturers

Montreal

MAXWELL'S "JEWEL" FOOD CHOPPER

is a quick cutting, smooth working, thoroughly reliable Canadian-made Machine at a price which makes sales easy.

Made in four sizes, with full equipment of cutting plates for every class of work.



Write for Catalogue of Maxwell Food Cutters, Washers; Churns, etc., etc., to

DAVID MAXWELL & SONS

ST. MARY'S, ONT.

WARE MFG. CO. LTD.
OAKVILLE
PURE ALUMINIUM WARE
"WILL OUTWEAR ANY WARE"

"OAKVILLE" PURE ALUMINIUM COOKING UTENSILS

Each article made from a single piece of Aluminium. No cracks or seams, will not scorch or burn. Heat passes through aluminium two or three times as fast as through tin or iron, cooking food more quickly. Highly polished finish, making excellent displays on shelves or windows. **Their fine appearance, backed by their finer quality, make them quick sellers.**

Our Guarantee—*If the goods are not satisfactory, return them at our expense and we will return your money, or credit your account.*

WRITE FOR TERMS AND FULL PARTICULARS. PROMPT SHIPMENT.

THE WARE MFG. CO., LIMITED, Offices: 220 King St. W., Toronto Factory at Oakville, Ont.

Dealers!

HERE'S YOUR CHANCE TO MAKE A SPLASH.



This Mantel or any of our "70" different designs, fitted with our Electric Grate requires no chimney, therefore anyone building a house can have a Mantel complete for less than the actual cost of a chimney.

Write for the "dope"—Your contractors will fall for it.
Don't forget—We have the best line of Gas and Coal Grates in the country.

The Barton Netting Co., Limited

38 Ouelette Avenue, Windsor, Ont.

Our Motto—"QUALITY"

The "Hercules" Sticks Out—



It towers above the field of ordinary twist drills. Not only can it be run at high speeds, but it will take an extremely heavy feed. We claim "Hercules" High Speed Twist Drills will do your drilling at the lowest possible costs—and a trial will prove it.

Twisted while hot, from the latest, improved Vanadium High Speed Steel—the strongest and toughest drill ever made.

Fitted with regular taper shanks—no special sockets or chucks.

TRADE MARKS

W&B

The Whitman & Barnes Mfg. Co.

ESTABLISHED 1854

ST. CATHARINES - - ONTARIO

Stocks carried at Winnipeg and Montreal

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

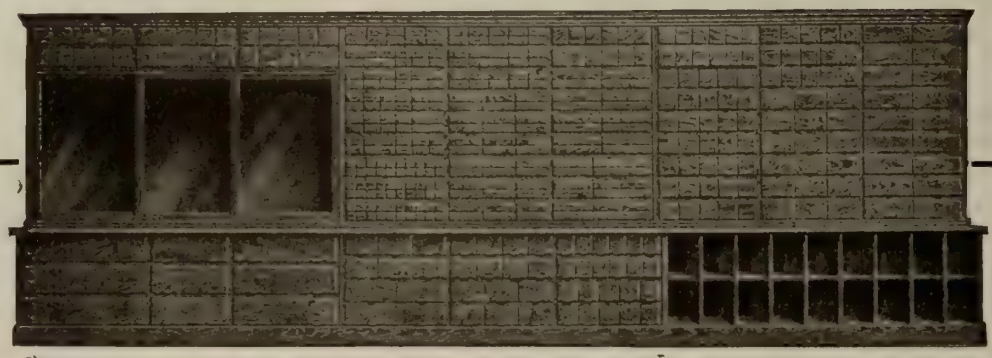


INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

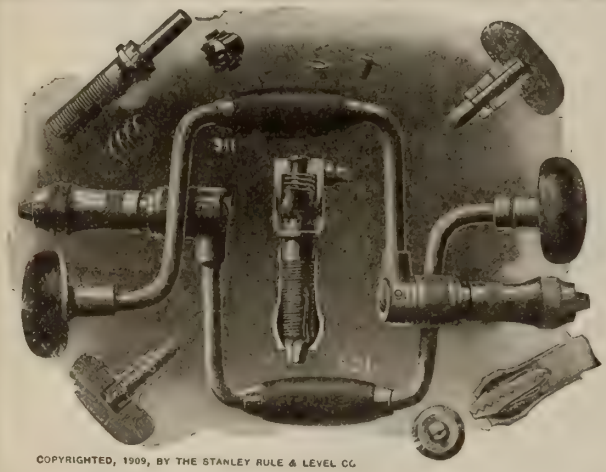
Owned and operated by Nicholson File Co.



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.
Advise us space you have available for shelf boxes and shelving, and we will sketch out plan and give you our best price for same.
Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto



COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

Send for Catalogue containing complete description

Stanley Tools

Stanley Concealed Ratchet Bit Braces

Note Particularly.—The Cam Ring which governs the ratchet is in line with the Bit—a great advantage in working.

The Ratchet mechanism is completely **protected,** so that it is always free from dirt, grit and moisture, and retains oil for a long time.

In the clutch mechanism, **five teeth** are in engagement when working as a Ratchet, as against **one tooth** in other forms of Ratchet Braces.

They are highly nickeled and have Cocobolo Ball-bearing Heads and Cocobolo handles.

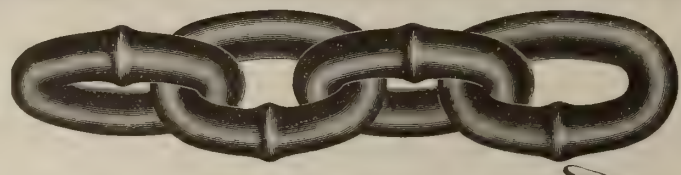
These Braces, together with many other varieties of Ratchet and Sleeve Braces, are now being made at our CANADIAN WORKS.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

McKinnon Electric-Welded Coil Chain



McKinnon Swell-Weld Coil Chain

25% More Weld = 25% More Strength = 25% More Wear

Perfect Stock + Perfect Welding = Perfect Product



MADE IN CANADA

See The Swell?

MADE BY

Sales Office: BUFFALO, N.Y.

McKINNON CHAIN COMPANY

Factory:



Best Files for Every Purpose

are Nicholson-made Files. We have the machinery, the methods and the steel that a specialized file-making experience of nearly fifty years proves to be the best. Nicholson-made Files have come to be the standard of file quality all the world over. These are the well-known factory brands made by the Nicholson File Co. of Canada:

"AMERICAN" "ARCADE" "GREAT WESTERN" "GLOBE"
"EAGLE" "McCLELLAN" "KEARNEY & FOOT" "J. C. SMITH"

Live Hardwaremen throughout Canada find it very profitable to push some or all of these lines as their specialties in files. Try it. Your jobber can supply you.

Nicholson File Co., - - - Port Hope, Ont.





No. 600 A A
Wide Mouth

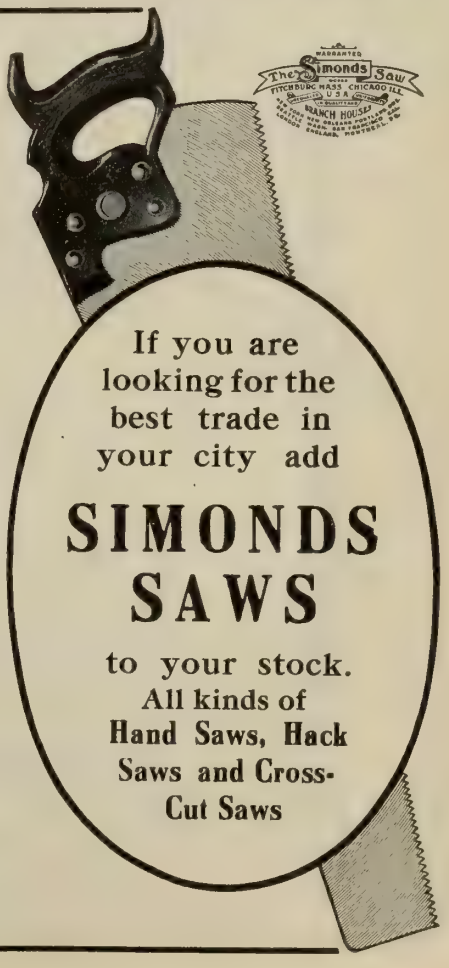
MAPLE CITY OILERS

We manufacture the most complete line of oilers made in America, including Pump, Engineers', Machinists', Mowing Machine and Railroad Oilers, Tallow Pots, Engineer Sets, Torches, Lamps, etc.

MAPLE CITY MFG. CO.

MONMOUTH, ILLINOIS, U.S.A.

"I Tell You It's A Great Saw."



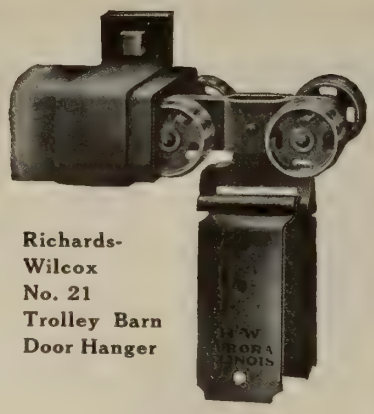
If you are looking for the best trade in your city add

SIMONDS SAWS

to your stock. All kinds of Hand Saws, Hack Saws and Cross-Cut Saws

Simonds Canada Saw Co., Limited
Montreal, P.Q.
St. John, N.B.
Vancouver, B.C.

Push and Pull



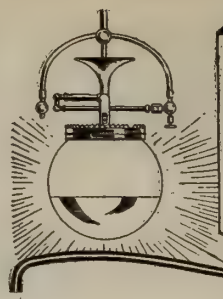
Richards-Wilcox No. 21 Trolley Barn Door Hanger

Push and pull doors equipped with Richards-Wilcox Door Hangers—as often as you wish, for scores of years—they will always run smooth, easy and sure—always move straight, without wobbling. Richards-Wilcox Door Hangers will last for years under hard use, because they are the result of thirty years Hanger building experience—they're made right—from right materials and by right men.

You, your customers and clients can depend on Richards-Wilcox Door Hangers. **Get catalogs and prices to-day.**

A Hanger for Any Door That Slides

Richards-Wilcox
MANUFACTURING CO.
AURORA, ILL. U.S.A.



THE RICE KNIGHT LIGHTING SYSTEM

MR. MERCHANT. If you could make your store more attractive, cheerful and inviting, with a pure white light of intense brilliancy, that would display your stock to better advantage and would suggest to your clerks to keep your stock neat and clean, wouldn't it pay you to investigate such a light.

The R-K Lighting System costs less than gas or electricity, is easy to operate, requires very little attention, and is permitted by all insurance companies. It is used by thousands of Canadian merchants, and can be installed anywhere, no matter where you live.

Have the best lighted store in town. Let us tell you how. Write to-day for Booklet "G." A postal brings it.

RICE KNIGHT Limited
TORONTO, ONT.

Hardware Dealers in every province excepting Alberta are requested to write for agency proposition. Five hundred live hardwaremen in Saskatchewan and Manitoba now sell the R-K System. We want more. Write our Regina branch to-day regarding an agency in Western provinces, or direct to Toronto for Eastern agencies.

THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout
Six-Inch Stroke



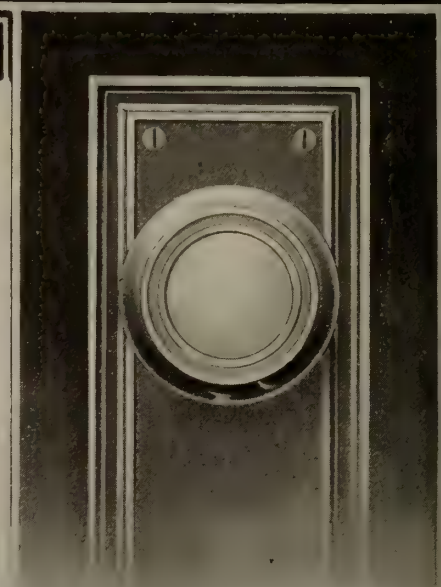
This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

WRITE FOR OUR BIG FREE CATALOGUE.

The Aylmer Pump & Scale Co., Limited
AYLMER, ONTARIO

COSMOS



ONE OF OUR MODERN DESIGNS
Particulars on Request.

P. & F. CORBIN
Division
The American Hardware Corporation
NEW BRITAIN, CONN.

P. & F. Corbin of Chicago P. & F. Corbin of New York P. & F. Corbin Division Philadelphia

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality

TRADE 

MARK

The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY

HAMILTON, - ONTARIO

PIONEERS IN THE PACKING BUSINESS

Iron and Steel

ALL GRADES

M. & L. Samuel, Benjamin & Co.

CORNER KING STREET AND SPADINA AVENUE

Toronto

LAMPBLACK

HIGHEST QUALITY

We are the World's Largest Manufacturers of Pure Lampblacks. This has been gained by giving our trade intrinsic value for money received—a value that cannot be obtained in any other lampblack.

If in doubt, let us submit you the evidence of dealers who know, by sending you copies of their repeat orders.

Better give our Lampblack a trial—it will cost you nothing if dissatisfied.

Write to-day.

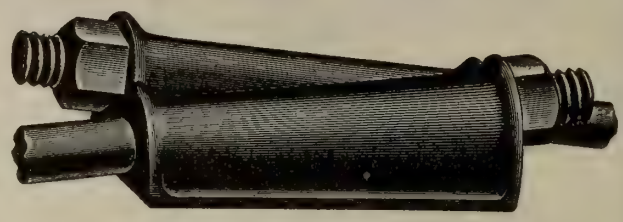
Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.

1 Lb. Germantown Lamp-Black

Wilckes Martin Wilckes Company

NEW YORK, N.Y., U.S.A

TANK LUGS



For Round Rods, also Flat Bands on Silos, Tanks, Penstocks, etc. **Malleable Iron,** best quality, all sizes.

OTTERVILLE MANUFACTURING CO., LIMITED

OTTERVILLE, ONTARIO

WINDOW GLASS

Prompt import from Belgium, Chances' Glass, Plate Glass, Colored Glass

B. & S. H. Thompson & Co.

LIMITED

MONTREAL, QUE.

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

Canada Foundry Company

LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO	VANCOUVER
OTTAWA	CANADA	ROSSLAND

BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER, METAL SPINNINGS

150,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.

HAMILTON, ONT.

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK

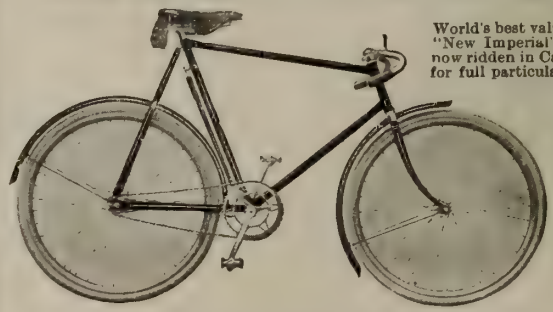
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

"NEW IMPERIAL" CYCLES AND MOTORS



World's best value. Over 2,000 "New Imperial" cycles being now ridden in Canada. Write for full particulars.

Special Models for Canada.

Wholesale Agents: Humphries Bicycle and Motor Co., Toronto. Henderson & Richardson, Board of Trade Bldg., Montreal.

Sole Makers: **New Imperial Cycles, Ltd., Birmingham, Eng.**

Established 25 Years.

ALL MECHANICS KNOW THAT



"UTICA" BRAND

GOODS ARE THE BEST

You will find them easy sellers.

Manufactured by

The Utica Drop Forge Co., Utica, N.Y.

Sold in Canada by

Smith Hardware Company, Montreal



This Food Chopper Has Features

which others do not possess.

Let us tell you about them.

Best quality and attractive prices.

Smith Hardware Company

240 Lemoine St., Montreal

Jonathan Crookes & Son

Sheffield, England

Corporate Mark



Granted 1780.

Supreme Cutlery

FOR SALE BY LEADING WHOLESA E HOUSES

SCREW AND STRAP HINGES

for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread. Get our prices.

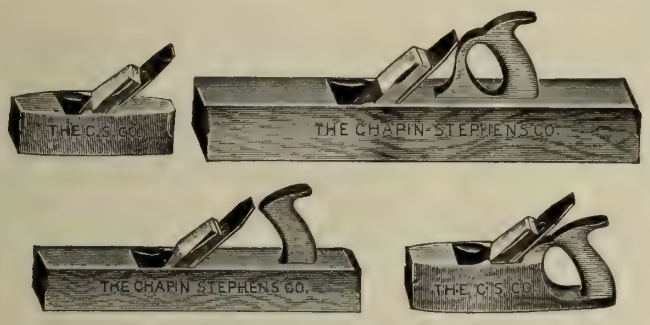
NUTS

We can ship immediately from stock, Square and Hexagon Sizes for bolts up to 1 1-2 inches thick.

Send us your orders



LONDON, CANADA



All kinds of **WOOD Planes**

THE CHAPIN-STEPHENS CO., UNION FACTORY

PINE MEADOW, CONN., U.S A.

LET CUSTOMERS TRY IT 30 DAYS



They are bound to keep this fastener because it is better than words can tell; but if, by chance, one should not give satisfaction, take it back. We'll see that you don't lose. The Kling works easily and instantly. Always exerts the same pressure Lasts longer than the harness. Retails for 25c. Gives you 50 per cent. profit. Order a dozen from your jobber. $2.00. Name "Kling" on the handle. Descriptive circular on request.

The National Safety Snap Co., Incorporated, Dept. 33, Wilmington, O., U.S.A.

D. C. Ross & Co., 56 Colborne St., Toronto, Ont.

Canadian Distributing Agents

ALL YOUR CUSTOMERS WILL WANT THIS



SAMUELS' DUSTLESS ASH SIFTER

Here is the sifter you've always wanted. No work, no waste, no dust. Just turn the handle, ashes sift into barrel, unburned coal drops into scuttle. Cuts down coal bills, lasts a lifetime.

Write for particulars.

FOR SALE BY

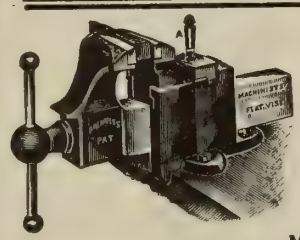
RICE LEWIS & SON H. S. HOWLAND & SONS

KENNEDY HARDWARE CO., TORONTO, ONT.

MANUFACTURED ONLY BY

J. SAMUELS, - - - - - TORONTO, ONT.

Do Not Be Misled by Inferior Imitations.



There is but one

PRENTISS VISE

Made by

Prentiss Vise Company

Hardware Building, 106-110 Lafayette St., Cor. Walker St., NEW YORK

Sole Agents for Canada: A. Macfarlane & Co., Coristine Bldg., Montreal.

Sole Agents for Great Britain: Chas. Neat & Co., 112 Queen Victoria St., London, E. C.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufactures to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

BABBITT METAL.

SPOONER'S NO HOT BOXES
NON-FERROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET, - QUEBEC

CHAPLETS.



ERIE GREY IRON
CHAPLETS
All Foundry Supply Jobbers.
S. Cheney & Son, Manlius, N.Y.

CLIPPERS.

PRIEST'S CLIPPERS
BALL BEARINGS
THAT'S SUFFICIENT.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, NH, US
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

COAT HOOKS.

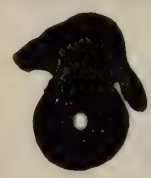
Ask your Jobber for
GOLD COIN WIRE HAT and COAT HOOKS
Made by
JAMES & REID
Perth, Ont.



COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.
WRITE FOR SAMPLES AND PRICES
Raymond Bros., London, Ont.

EMERY WHEELS.



Canadian Hart Wheels
442 Barton St. East, Hamilton
Corundum and Emery Wheels
Grinding Machines, Beaver
Oil Stones.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital Street Birmingham

HINGES.



ATLAS STRAP HINGE
Guaranteed stronger than any other strap hinge made from basic wire of the best quality. Japan finish, Large profit for you.
Write for Samples and Prices.
Atlas Mfg. Co., 121 Water St., New Haven, Conn.

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES
HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

IRON.

PIG IRON
STEEL PLATES, BARS and ANGLES
BAR IRON
David C. Mitchell & Co.
118 Queen St. - Glasgow, Scotland

MANUFACTURERS'' AGENT.

Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
St. Nicholas Bldg., Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates,

TOOLS.

S M.Co
Send For Our New Catalog
Most complete line of
SCREW DRIVERS AND SMALL TOOLS
PIONEER TOOLS
The Southington Mfg. Co., - Southington, Conn.

TOOLS.

STRONG TRADE MARK
Make
ONE POUND
of TOOL STEEL
EQUAL 10 LBS.
in FORGED tools.
Write for Catalog.

TOOL HOLDERS
For LATHES and PLANERS
All kinds—All sizes.
ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave.
CHICAGO, U.S.A.





PERMANENTLY REPAIRS SMALL LEAKS
in Roofs, Skylights, Boat Bottoms, Tanks, etc. A knife only tool needed. Retails at 25 cts. Per Styck, or sent by mail postpaid for 35 cts
WRITE FOR TRADE DISCOUNTS TO-DAY
THE PHILIP CAREY CO., Lockland, Cinn., Ohio.

Malleable Iron Castings

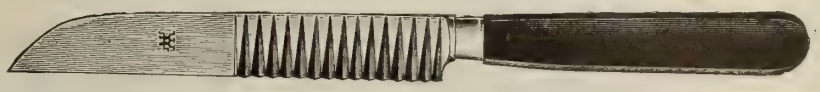
Try us for your next
Silo Blocks

Manufactured by

P. KYLE

MERRICKVILLE, ONT.

J. A. HENCKELS
TWINWORKS
CUTLERY



Pocket Knives, Scissors, Razors, Butchers' and Cooks' Knives, etc.

SOLE AGENTS **F.W. Lamplough & Co.,** 9 DeBresoles St. MONTREAL

CARRIAGE
SPRINGS & AXLES
ANCHOR
BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED
GUELPH, ONT.

The INFALLIBLE GLAZIER'S DIAMOND
Just the Tool for Inexperienced Glass Cutters



Made by
A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

Sharratt & Newth's Glaziers' Diamonds
are unequalled for cutting and wearing qualities.

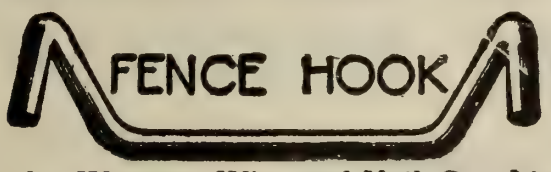


To be obtained from Dealers in Glass, Hardware and Painters' Supplies.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

"ACME" are the strongest and sharpest low-priced Shears and Scissors on the market.

Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why are 30,000 pairs of Acme Shears sold dai y to-day?
Because "Acme" on a shear or scissor spells **satisfaction** to the **customer** at a **low price** and a **handsome profit to the dealer** with greatly increased sales.
Special Representatives, Wiebusch & Hilger, Ltd., New York City.
MR. DEALER: Write your jobber to-day for prices on the "Acme" line, supplement your high-priced shears with "Acme" shears and scissors and watch the gratifying results.
Jobbers should write for our W-2 Catalogue, illustrating the most complete line of shears and scissors manufactured.



The No. 701 Oval Steel Screw Straight Trimmer is one of our newest patterns.

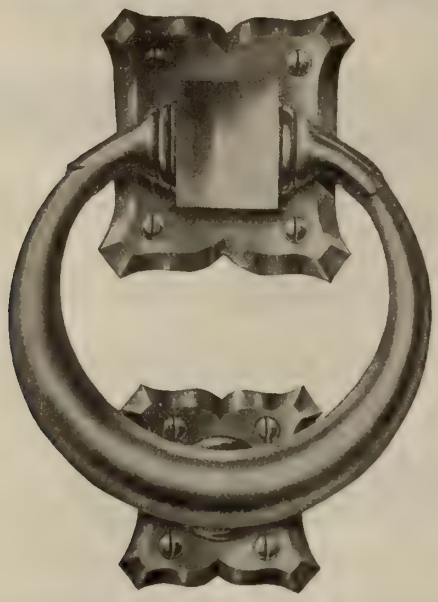
THE ACME SHEAR CO., (125-195 Knowlton St.,) BRIDGEPORT, CONN., U.S.A.

Pease Economy Furnaces

WRITE FOR CATALOGUE AND PRICES

PEASE WALDON CO., LIMITED, WINNIPEG . PEASE FOUNDRY COMPANY LIMITED, TORONTO . PEASE PACIFIC FOUNDRY LIMITED, VANCOUVER

Peterboro Hardware



Door Knockers add greatly to the appearance of a door. They are rapidly coming into vogue. Peterborough Door Knockers supplied to match any of our designs. A sample on your show cases will interest customers.

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH, ONT.

If you want to handle

WIRE NAILS

of superior quality, consult us at once.



We are in a position to meet every requirement, as we have the latest machinery, which turns out perfect nails—these nails are guaranteed to be full weight. For baling purposes we recommend our Baling Wire and Bale-Ties as the best that can be secured on the market.

SEND US A TRIAL ORDER.

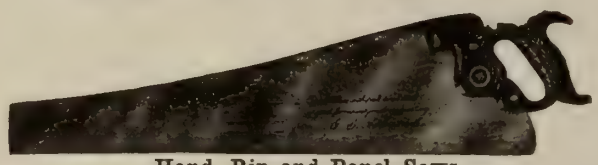
THE LAIDLAW-BALE TIE COMPANY, LIMITED
HAMILTON - ONTARIO

HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B.C.

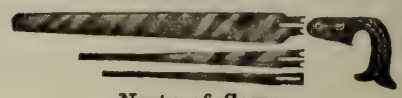
Hot Weather Favorites

ATKINS STERLING SAWS

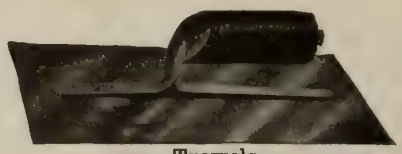
A PERFECT SAW FOR EVERY PURPOSE



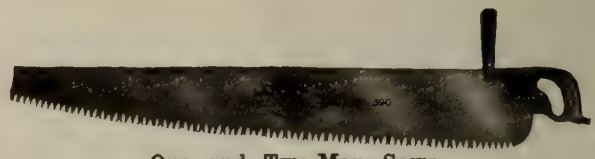
Hand, Rip and Panel Saws.



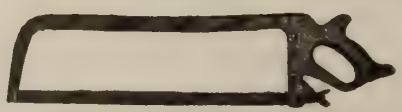
Nests of Saws.



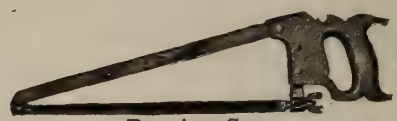
Trowels.



One and Two-Man Saws.



Butcher and Kitchen Saws.



Pruning Saws.

E. C. Atkins & Co. - Hamilton, Ont.

Vancouver Branch—109 Powell Street

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

—PUMPS—

All Kinds
Hay Unloading Tools.
Barn Door Hangers.

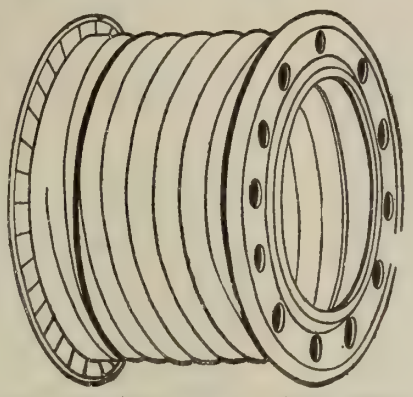
The word "MYERS" assures QUALITY. Better write to us.

F. E. MYERS & BRO.
ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

When writing advertisers kindly mention having seen the advertisement in this paper

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

FOR SALE BY JOBBERS OR BY THE MANUFACTURERS.

ONE of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

MANY THOUSANDS OF PEOPLE

saw for the first time a practical demonstration of

ERMALINE PAPER BAG COOKERY

at Toronto Exhibition. A large number of bags were sold and many samples distributed. The result will be that a very great number of people will adopt this system.

THESE PEOPLE WILL WANT TO BUY ERMALINE BAGS

HAVE YOU GOT THEM IN STOCK?

BETTER GET SOME AT ONCE.

You can build up a steady trade if you wish to.

Order to-day from your jobber or direct from

Edward Lloyd Limited

508 Eastern Townships Bank Bldg.
MONTREAL

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper



You May Become a Practical Window Dresser for $2.50

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages 8x11 Inches 300 Illustrations

Price $2.50. (Payable in Advance)

Send for Descriptive Circular

Technical Books, 143-149 University Ave., Toronto

Improved Patent Flush Handle

CHESTERMAN'S

TRADE MARKS J C CONSTANTIA J C

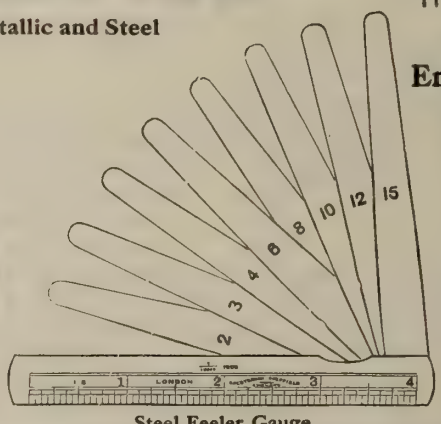
MEASURING TAPES

Linen, Metallic and Steel

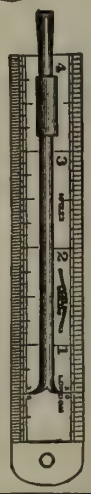


TRE BLE

Engineers' Small Tools



Steel Feeler Gauge



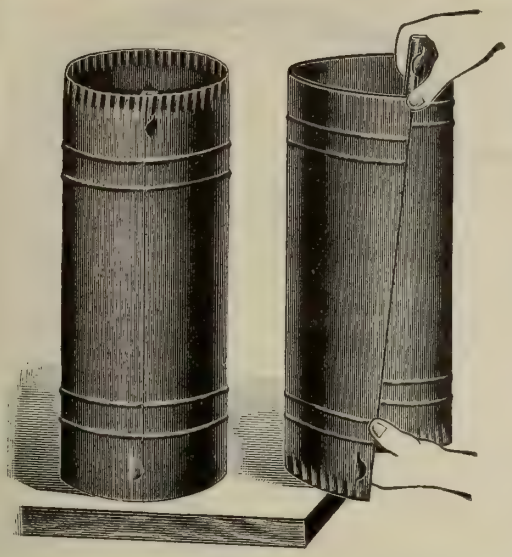
Steel Rules, Gauges, etc.

For Prices, Catalogues, etc., apply to

F. H. SCOTT, 133 Coristine Bldg., Montreal

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a Want Ad. in this paper.



ANYBODY WITH TWO HANDS
CAN SET UP

Wright's Perfect Scheip's Patent Stove Pipe

AS EASILY AS ORDINARY RIVETED PIPE.

It is cheaper to buy this pipe than to make your own.

It is packed 25 lengths in a crate, and well oiled to prevent rusting.

No Staples or Tools required.

Every length is guaranteed to fit perfectly.

Made in 6 in. and 7 in.

What Style of ELBOWS Do Your Customers Prefer?

We make two kinds—the Cooper Dustless and the O. H. Crimped—in 3 in. to 8 in.

Also send to us for all requirements in Stove Pipe Dampers, Tapers, Tees, Damper Lengths, Thimbles, Plugs, Flue Stoppers, etc.

E. T. WRIGHT & CO., HAMILTON, CANADA

(H. G. WRIGHT)

Agencies at Vancouver, Winnipeg and Toronto.

CANADIAN TUBE & IRON CO., LIMITED

Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR JOBBER FOR

TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

Also NIPPLES
Black and Galvanized
All Sizes.

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL,

Works: Lachine Canal

MAPLE LEAF



"Improved Racer" Cross Cut Saw

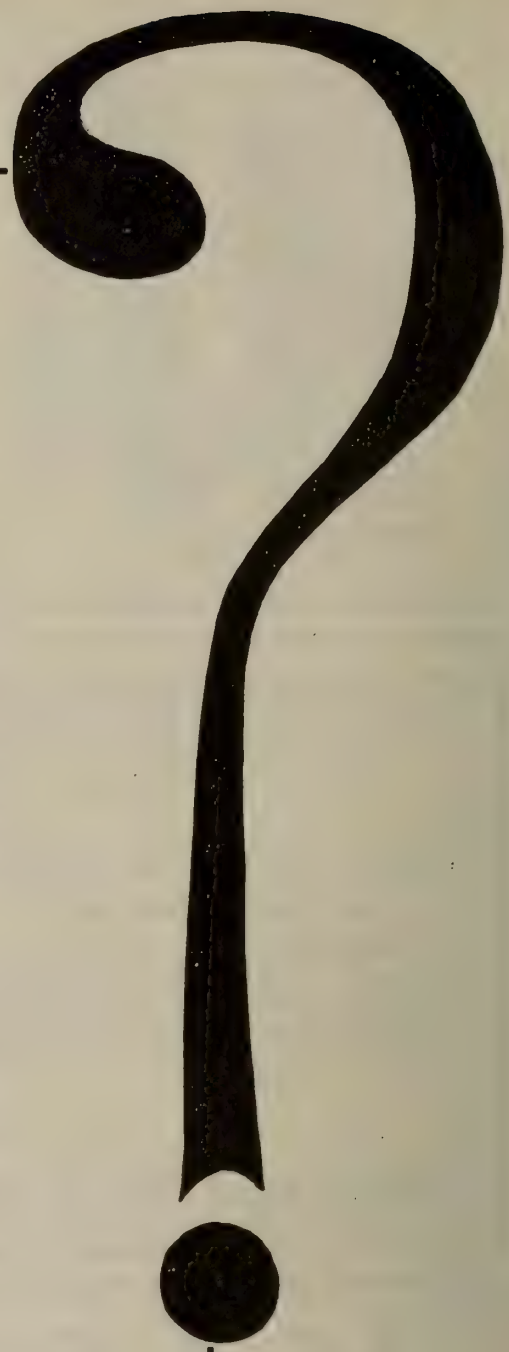
This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF."

Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B.C.

CAN WE HELP YOU



There are some hardware dealers living in this 20th Century who are still using 19th Century methods. They do not realize that Halifax is closer to Vancouver to-day than Montreal was to Toronto fifty years ago.

Twenty-five years ago it was a calamity for a merchant to lose a good clerk, for he knew it was practically impossible for him to get in touch with an experienced man. Such an idea as making a deal with a fellow hardware man a couple of hundred miles away either to buy a set of tinners' tools or to sell a second-hand counter or show case, did not seem practicable to even the most progressive hardware men. If a man wanted to sell his business he had to accept the highest price he could get from some one of his fellow townsmen, for no one else knew of the opportunity or had any means of finding out about it.

To-day the up-to-date dealer

CREATES HIS OPPORTUNITIES

He states his wants briefly in a "Hardware and Metal want ad." and in four days' time practically every hardware merchant, clerk, hardware manafacturer and traveler has read the proposition, and it seems reasonable that somewhere among the "blue noses" of the Maritimes or the pioneers of the boundless West someone will want just what he has to offer.

EVERY HARDWARE MERCHANT IN CANADA

can take advantage of our "want ad." page. Ask yourself:

Is there not some article I would be better without if I could get a fair price for it? If you cannot get a fair price for it by appealing to the trade throughout Canada you had better sell it for scrap

We can help you, but you must take the first step.

Surely it is worth 25c or 50c to find the one man in Canada whose wants dovetail into just what you have to offer.

RATES: *(payable in advance)* **2c per word first insertion. 1c per word subsequent insertions. Box Number, 5c additional each insertion.**

HARDWARE & METAL

Montreal **Toronto** **Winnipeg**

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Acme Shear Co. 79
American Shearer Co. 78
American Bolt & Screw Case Co... 66
Armstrong Bros. Tool Co. 78
Andrews Wire Wks. 25
Angle Mfg. Co. 17
Atkins & Co., E. C. 80
Atlas Mfg. Co. 78
Aylmer Pump & Scale Co. 74

Barnett, G. & H. 112
Barker, D. J., & Son 24
Barton Netting Co. 71
Bosse & Banks 78
Bowser, S. F., & Co., Ltd. 15
Brandram-Henderson, Ltd. 53
Buck Stove Co., Wm. 24
Buffalo Mfg. Co. 68
Burrow Stewart & Milne 28

Cameron & Campbell 72
Canada Foundry Co. 76
Canada Paint Co. 63
Canada Metal Co. 78
Canada Steel Goods Co. 8
Canada Wire & Iron Goods Mfg. Co. 68
Canadian Copper Co. 69
Can. Fairbanks-Morse Co., Ltd. 2
Canadian Ferrosteel Co. 25
Canadian Hart Wheels 78
Canadian Oil Cos. 62
Canadian Tube & Iron Co. 83
Can. Heating & Ventilating Co. 23
Carborundum Co., The 1
Carey, The Phillip, Co. 78
Cartland & Son, Jas. 68
Caverhill, Learmont & Co. 29
Chapin Stevens Co. 77
Cheney & Sons, S. 78
Chesterman, Jas., & Co. 82
Chicago Spring Butt Co. ..... Inside back cover
Collette Mfg. Co. 14
Connor, J. H., & Son 67
Corbin, P. & F. 74
Crookes, Jonathan, & Son 77
Cummer-Dowswell, Ltd. 21

Davidson, Thos., Mfg. Co. 8
Disston, Henry, & Sons 5
Directory of Manufacturers 78 79
Dominion Cartridge Co. 30
Dorken Bros. 22
Dougall Varnish Co. 65

Enterprise Enamel Co. 14

Ford Auger Bit Co. 69
Fox Supply Co. 14

Garlock Packing Co. 75
Gibb, Alexander 78
Goodell-Pratt Co. 17
Gloeckler, Bernard 20
Griffith, G. L., & Son 11
Greef Bredt & Co. 22
Greening, B., Wire Co. 15
Guelph Spring & Axle Co. 79
Gurney Fdry. Co. 27
Gutta Percha & Rubber Mfg. Co., Inside back cover

Hamilton & Son, C. J. 16
Hamilton Stamp & Stencil Wks... 28
Harris, J. W., Co. 70
Heinisch, R., Sons Co. 57
Henderson & Richardson 66
Howland, H. S., Sons & Co. 7
Hutton, Jas., & Co. 80

Imperial Varnish & Color Co. 51
International Varnish Co. ..... Outside front cover

James & Reid 78
Jamieson & Co., Ltd., R. C. 59
Jardine, A. B., & Co. 81

Kyle, P. 79
Kuhne Anderton Mfg. Co. 14

Laidlaw Bale Tie Co. 80
Lamplough, F. W. 79
Lewis Bros., Ltd. 3
Lloyd, Ed. 81
London Bolt & Hinge Works 77
London Emery Works 85
London Foundry Co. 7
London Rolling Mill Co. 69
Lowe Bros., Ltd. 51
Lufkin Rule Co. .....Inside back cover

McArthur, Alex., & Co. 57
McClary Mfg. Co. 25 26
McDougall, R., Co. 68
McGlashan-Clarke Co., Ltd. 54
McKinnon Chain Co. 72

Magnolia Metal Co. 16
Maple City Mfg. Co. 73
Martin Co., The L. 61
Martin-Senour Co. 65
Maxwell, D., & Sons 70
Metallic Roofing Co. 19
Metal Shingle & Siding Co. 81
Millers Falls Co. 20
Mitchell & Co., David 78
Montreal Hdw. Mfg. Co. 10
Moore & Co., Benjamin 59
Morris & Bailey Steel Co. 18
Morrison Brass Mfg. Co. 12
Myers & Bro., F. E. 81

National Acme Mfg. Co. 10
National Hardware Co. 15
National Mfg. Co. 4
National Safety Snap Co. 77
Newman, W., & Sons 78
New Imperial Cycles, Ltd. 76
Nicholson File Co. 73
North Bros. Mfg. Co. 1
Nova Scotia Steel & Coal Co. 81

Oakey, John, & Co. 69
Ohio Foundry Co. 24
One Minute Mfg. Co..Outside back cover
Ontario Lantern & Lamp Co., Ltd. 64
Otterville Mfg. Co. 76
Orr, Peter, & Sons 67
Owen Sound Steel Press Wks..... 85
Parmenter Bullock Co., The 78
Pease Fdry Co. 79
Peterborough Lock Co. 80
Pinchin-Johnson & Co., Ltd. 55
Pink, Thos. 19
Plymouth Cordage Co. 9
Pratt & Lambert 64
Prentiss Vise Co. 77

Queen City Oil Co. 61

Ramsay, A., & Sons Co. 62
Raymond Bros. 82
Rice, Knight, Ltd. 74
Richards Wilcox Mfg. Co. 74
Robertson Mfg. Co., Ltd., P. L.... 88
Rogers, Henry, & Sons 18
Ross Rifle Co. 88

Samuel, M. & L., Benjamin & Co. 75
Samuels, J. 77
Sapho Mfg. Co. 30
Seymour, Henry T., Shear Co..... 79
Sharratt & Newth 79
Shaw, A., & Son 79
Sheet Metal Products Co. 2
Shurly-Dietrich Co., Ltd. 83
Simonds Canada Saw Co. 73
Smith Hardware Co. 77
Southington Mfg. Co. 78
Spooner, Alonzo W., Ltd. 78
Standard Chain Co. 18
Standard Paint & Varnish Co. 61
Standard Silver Co. 13
Stanley Rule & Level Co. 72
Steel Co. of Canada, Ltd. 6
Steel Trough & Machine Co. 20
Stephens, G. F., & Co. 59
Stewart Mfg. Co., Jas. 22
Still, J. H. .....Inside back cover
Stratford Mfg. Co. 17

Tallman Brass & Metal Co. 76
Thompson, B., & S. H. 76
Toledo Cooker Co. 23
Toronto Plate Glass Importing Co. 57
Townsend & Co., S. P. 16

Utica Drop Forge Co. 77

Walker Bin & Fixture Co. 12
Want Ads. 60
Ware Mfg. Co. 71
Western Clock Co. ..Inside front cover
Western Distributors, Ltd. 78
Western Wire & Nail Co. 79
Wheeler & Bain 16
White Mop Wringer Co. 69
Whitman & Barnes Mfg. Co. 71
Wilckes-Martin-Wilckes Co. 76
Winnipeg Paint & Glass Co., Ltd.. 61
Wright, E. T., & Co. 83



Every "Skater Who Knows"

appreciates the advantages and comfort of the

PERFECTION Ankle Support

Introduce it in your vicinity and your sales will rapidly increase—not only in ankle supports, but also in skates, as more people will indulge in that healthful pastime, "Skating."

The Perfection embodies an entirely new idea, and while allowing the ankle to move freely backwards and forwards, it precludes all possibility of sideward motion.

Ladies' sizes suitable for children.

Get full particulars at once.

THE OWEN SOUND STEEL PRESS WORKS

OWEN SOUND - ONT

"ATLAS" BRAND

"THE VERY BEST"

EMERY CLOTH
FLINT PAPER
GARNET PAPER
"EMERY"

IN TEN POUND PACKAGES.

Carried in Stock by all Leading Canadian Jobbers.
Don't take the "Just as Good" kind.
Insist on "Atlas Brand."

THE LONDON EMERY WORKS CO.
LONDON, ENG.

CANADIAN REPRESENTATIVE:

W. FRANK MURPHY
55 ST. FRANCOIS XAVIER ST., MONTREAL

CLASSIFIED LIST OF ADVERTISEMENTS

Abrasive Wheels
London Emery Works, London, Eng.
Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Wheels, Hamilton.

Aluminum Ware
Hero Mfg. Co., Philadelphia.
Northern Aluminum Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
Ware Mfg. Co., Toronto.
Wondershine Limited, Toronto.

Ammunition
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York.

Animal Traps
Oneida Community Ltd., Oneida, N.Y.

Anchors
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.

Auger Bits
Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.
Tobin Arms Mfg. Co., Woodstock.

Babbitt Metal
Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
Tallman Brass & Metal Co., Hamilton.

Bar Iron
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.

Bale-Ties
Laidlaw Bale-Tie Co., Hamilton, Ont.

Bar Urns
Buffalo Mfg. Co., Buffalo. N. Y.

Bath Room Fittings
Buffalo Mfg. Co., Buffalo, N.Y.
S. Sternau & Co., Brooklyn, N.Y.

Belting
Dominion Belting Co., Ltd., Hamilton
Sadler & Haworth, Montreal.

Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Co., Toronto.

Bird Cages
E. T. Wright & Co., Hamilton.

Binder Twine
Plymouth Cordage Co., N. Plymouth, Mass.

Bolts and Nuts
London Bolt and Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.
National Acme Mfg. Co., Montreal.

Boilers and Radiators
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.

Bolts—Expansion
Star Expansion Bolt Co., New York.

Brackets Shelf
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
Stanley Works, New Britain, Conn.

Brass Goods.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton
Stover Mfg. Co., Freeport, Ill.

Brass, Sheets, Tubes and Rods.
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton

Brushes.
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.

Bridle Rings—Galvanized, Brass and Plain.
Star Expansion Bolt Co., New York.

Builders' Tools and Supplies.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Lufkin Rule Co., Saginaw, Mich.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., N. Britain

Builders' Hardware.
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough.

Butts.
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain, C.

Cans
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., Toronto.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

Carriers, Cash and Parcel
Hamilton Brass Mfg. Co., Hamilton.

Carpet Sweepers
Bissell Carpet Sweeper Company, Grand Rapids, Mich.

Carriage Heaters
Chicago Flexible Shaft Co., Chicago.

Carriage Springs and Axles
Guelph Spring and Axle Co., Guelph.

Cartridges
Dominion Cartridge Co., Montreal.

Cash Registers
National Cash Register Co., Toronto.

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Cement
Canada Cement Co., Montreal, P.Q.
Alf. Rogers, Ltd., Toronto.
B. & S. H. Thompson & Co., Montreal

Chain, Trace, Logging, Halter, Dog Leads, Agricultural.
McKinnon Chain Co., St. Catharines, Ont.

Churns
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont
Maxwell, David, & Sons, St.Mary's, Ont

Chafing Dishes
Buffalo Mfg. Co., Buffalo.
S. Sternau & Co., Brooklyn, N.Y.

Chaplets
S. Cheney & Son, Manlius, N.Y.

Clippers—All Kinds
American Shearer Mfg. Co., Nashua,NH
Chicago Flexible Shaft Co., Chicago.
Coates Clipper Mfg. Co., Worcester, Mass.

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines
Cummer-Dowswell Ltd., Hamilton, Ont
Hamilton Cotton Co., Hamilton.

Clothes Wringers
Cummer-Dowswell Ltd., Hamilton, Ont
American Wringer Co., New York City

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Cordage
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Cow Ties
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines, Ont.
Oneida Community, Ltd., Niagara Falls

Cuspidors
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co., Montreal
Crookes, Jonathan & Son.
Dorken Bros. & Co., Montreal.
Greeff, Bredt Co., Toronto.
Henderson & Richardson, Montreal.
Heinisch's, R., Sons Co., Newark,N.J.
Howland, H. S., Sons & Co., Toronto
Hutton, Jas., & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.

Door Bolts.
Montreal Hdwe. Mfg. Co., Montreal.

Door Checks.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.

Door Hangers.
F. E. Myers & Bro., Ashland, O.
Richard Wilcox Mfg. Co., Aurora, Ill.

Door Springs.
Stover Mfg. Co., Freeport, Ill.

Drawer Pulls.
P. & F. Corbin, New Britain, C.
Stover Mfg. Co., Freeport, Ill.

Drills, Brick and Stone.
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.

Drills—High Speed
Alexander Gibb, Montreal.

Drinking Cups
Hero Mfg. Co., Philadelphia.

Dry Batteries
Canadian Carbon Co., Winnipeg.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.

Emery or Corundum Wheels
The Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Wheels Limited, Hamilton, Ont.
London Emery Works, London, Eng.

Electric Fixtures
The Barton-Netting Co., Ltd, Windsor Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Emery Cloth
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Emery Wheels.
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Enameled Ware
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
McClary's, London, Ont.

Escutcheon Pins
The Parmenter & Bulloch Co., Ganaoque, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Fencing—Woven Wire
The Steel Co. of Canada, Ltd., Hamilton.

Files and Rasps
Barnett Co., G. & H., Philadelphia, Pa
Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.

Firearms and Ammunition
Harrington & Richardson Sons Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
Tobin Arms Mfg. Co., Woodstock.

Fire Escapes
Canada Foundry Co., Ltd., Toronto.
Dennis Wire & Iron Co., London.

Fire Grates.
Ohio Foundry & Mfg. Co., Steubenville, O.

Fine Irons
Stover Mfg. Co., Freeport, Ill.

Fire Place Furnishings
The Barton-Netting Co., Ltd., Windsor, Ont.

Flint Paper
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Floor Scrapers.
Fox Supply Co., Brooklyn, Wis.

Food Choppers
Enterprise Mfg. Co., Philadelphia.
D. Maxwell & Sons, St. Mary's.

Foot Warmers
Chicago Flexible Shaft Co., Chicago.

Forgings
Steel Co. of Canada, Limited, Hamilton.

Furnaces, see Stoves

Galvanizing
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd, Hamilton.

Galvanized Iron
W. Gilbertson & Co., Ltd., Alex. Gibb, Montreal, Agent.
Henderson & Richardson, Montreal.
John Lysaght, Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.

Gas Fixtures
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto

Glass
Hobbs Mfg. Co., London.
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg
Consolidated Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
B. & S. H. Thompson & Co., Montreal.

Glass, Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.

Glass Paper
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Glass, Wired
Hobbs Mfg. Co., London.
Toronto Plate Glass Imp. Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto

Glaziers' Diamonds
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.

Glue
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.

Grinding Machinery.
London Emery Works, London, Eng.

Grindstones
Richards-Wilcox Mfg. Co., Aurora, Ill.
American Grinder Mfg. Co., Milwaukee.

Guns
Harrington & Richardson Arms Co. Worchester, Mass.
Tobin Arms Mfg. Co., Woodstock, Ont.
C. J. Hamilton & Son, Plymouth, Mich.

Hammers
Stover Mfg. Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles
Still, J. H., Mfg. Co., St. Thomas.
W. C. Crawford Co., Tilbury.

Hardware, Metal Window.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.

Hay Unloading Tools
F. E. Myers & Bro., Ashland, Ohio.

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananoque.
Montreal Hardware Co., Montreal.
The Stanley Works, New Britain, Conn.

Hinges, Spring
Chicago Spring Butt Co., Chicago.
Standard Mfg. Co., Shelby, Ohio.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
St. Marys Wood Specialty Co., St. Marys.

Hooks
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Stover Mfg. Co., Freeport, Ill.

Hoop Iron
The Steel Co. of Canada, Ltd., Hamilton.

Hoops—Steel and Wire
Laidlaw Bale-Tie Co., Hamilton, Ont.

Horseshoes and Nails
Steel Co. of Canada, Ltd., Hamilton

Ice Cream Freezers
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg

Ice Cutting Tools
North Bros. Mfg Co., Philadelphia, Pa

Iron and Steel Bars
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton
London Rolling Mill Co., London.

Iron Pipe
Steel Co. of Canada, Ltd., Hamilton.
Canada Tube & Iron Co., Montreal.

Iron Pumps
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
Red Jacket Mfg. Co., Davenport, Iowa
F. E. Myers & Bro., Ashland, Ohio.

Knife Polish
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Ladders, Step.
Otterville Mfg. Co., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.

Ladders—Shelf
Hamilton Brass Mfg. Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Lamps, Acetylene
Maple City Mfg. Co., Monmouth, Ill.

Lampblack
The L. Martin Co., New York.
Wilckes Martin Wilckes Co., New York

Lanterns
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.

Lawn Fencing
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
McGregor Banwell & Co., Walkerville
Banwell Hoxie Wire Fence Co., Hamilton.

Lawn Mowers
D. Maxwell & Sons, St. Mary's, Ont.
Supplee Hardware Co., Philadelphia
Clipper Lawn Mower Co., Dixon, Ill.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.

Lawn Swings
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Lightning Rods
Hamilton Brass Mfg. Co., Hamilton, Ont.

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools
Pink, Thos., & Co., Pembroke, Ont

Manufacturers' Agents
Gibb, Alexander, Montreal.
McIntosh, H. F., & Co., Toronto.
Western Distributors Ltd., Saskatoon.

Mantels and Grates
The Barton-Netting Co., Ltd., Windsor, Ont.

Match Boxes
Stover Mfg. Co., Freeport, Ill.

Metals
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
McKechnie Bros., Birmingham, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
Tallman Brass & Metal Co., Hamilton
Thompson, B. & S. H. & Co.,Montreal

Metal Lockers
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.

Metal Stove Fronts
Canada Foundry Co., Ltd., Toronto.

Mop Holder
Theo. J. Ely Mfg. Co., Erie, Pa.

Mop Wringers
Theo J. Ely Mfg. Co., Girard, Pa.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.

Nails, Wire
Laidlaw Bale-Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. C., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton.

Oilers
Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E. T. & Co., Hamilton, Ont.

Oil Stones
Canadian Hart Wheels, Hamilton, Ont
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Oil Tanks
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont

Packing
Garlock Packing Co., Hamilton, Ont.

Paints, Oils, Varnishes
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover
Chadeloid Chemical Co., New York.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.

Perforated Sheet Metals
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Samuel Benjamin & Co., Toronto.
A. C. Leslie & Co., Montreal.

Pipe, Wrought Lead and Galvanized
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pliers
Henderson & Richardson, Montreal.
Smith Hardware Co., Montreal.

Poultry Netting
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Pruning Knives
International Tool Co., Detroit.

Pulleys (Sash, etc.)
P. & F. Corbin, New Britain, Conn.

Pumps
Canada Foundry Co., Ltd., Toronto.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Red Jacket Mfg. Co., Davenport, Iowa.

Pumps, Power
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.

Rat Traps
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.

Razors
Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorker Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Kampfe Bros., New York.

Razor Blades
Schramberger, Uhrfedernfabrik, Schramberg, Germany.

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton.
Carborundum Co., Niagara Falls, N.Y.

Razor Strops
J. R. Torrey & Co., Worcester, Mass.

Registers
Jas. Stewart Mfg. Co., Woodstock, Ont.
Canadian Ferrosteel Co., Bridgeburg.

Rivets
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies
Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
Canadian Supply Co., Toronto.
Dominion Roofing Co. of Canada, Ltd., Toronto.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg.

Rope
Independent Cordage Co., Toronto.

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.

Saws
Atkins, E. C., & Co., Indianapolis, Ind.
Disston, Henry, & Sons, Philadelphia.
Drabble & Sanderson, Sheffield, Eng.
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

Scales
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Renfrew Scale Co., Renfrew, Ont.

Screen Door Sets
P. & F. Corbin, New Britain, Conn.
Stanley Works, New Britain, Conn.

Screws, Nuts, Bolts
National Acme Mfg. Co., Montreal.
Steel Co. of Canada, Limited, Hamilton.

Screws, Wood
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Hamilton.

Scythe Stones
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors
Acme Shear Co., Bridgeport, Conn.
R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
J. Wiss & Sons Co., Newark, N.J.

Shelf Boxes
Cameron & Campbell, Toronto.

Shellacs
Berry Bros., Walkerville.

Shovels and Spades
Spear & Jackson, Sheffield, Eng.

Sieves and Screens
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silverware
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.

Sporting Specialties.
Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Cavers Bros., Galt, Ont.
T. Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.
Spramotor Co., London.

Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.

Spring Hinges, Etc.
Chicago Spring Butt Co., Chicago, Ill.
Standard Mfg. Co., Shelby, Ohio.

Stains, Shingle
Berry Bros., Walkerville.

Stains, Wood
Berry Bros., Walkerville.

Staples
B. Greening Wire Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton.

Steel—High Speed
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.

Steel—Cold Rolled Strip
Morris & Bailey Steel Co., Pittsburg.

Steel Wire Hoops
Steel Co. of Canada, Ltd., Hamilton.

Stencils
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont.
Herod Machine & Stamping Co., Brantford.

Store Ladders
Hamilton Brass Mfg. Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Stoves, Furnaces
Burrow, Stewart & Milne Co., Hamilton.
Findlay Bros., Carleton Place.
Clare Bros. & Co., Preston.
Holland Furnace Co., Holland, Mich.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Picton.

Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.
McClary Mfg. Co., London, Ont.

Tacks
The Steel Co. of Canada, Ltd.,Hamilton.

Tapes
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor, Ont.

Tin Plate
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
M. & L. Samuel, Benjamin & Co., Toronto.

Tools
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Armstrong Bros. Tool Co., Chicago.
Robt. Sorby & Sons, Sheffield.
Stanley Rule & Level Co., New Britain.
International Tool Co., Detroit.

Tools—Metal Workers'
Brown-Boggs Co., Hamilton.

Tool Grinders
American Grinder Mfg. Co., Milwaukee Wis.
Luther Grinder Mfg. Co., Milwaukee.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Trucks
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Renfrew Scale Co., Renfrew, Co.

Varnishes: See Paints
Berry Bros., Limited, Walkerville, Ont
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.

Ventilators
Harris, J. W., Co., Montreal.

Vises
Henderson & Richardson, Montreal.
Hollands Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.

Washing Machines, Etc.
J. H. Connor & Son., Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.

Wall Plaster
Manitoba Gypsum Co., Winnipeg.

Waffle Irons
Stover Mfg Co., Freeport, Ill.

Wagons—Children's
Wodstock Wagon Co., Woodstock.

Washers
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

White Lead
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Limited, Hamilton

Wholesale Hardware
Caverhill, Learmont & Co., Montreal
Howland, H. S., Sons & Co., Toronto
Lewis Bros. & Co., Montreal.

Window Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Guards
B. Greening Wire Co., Ltd., Hamilton

Wire Door Guards
B. Greening Wire Co., Ltd., Hamilton

Wire—Iron, Steel, Brass and Copper
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

Wire Mats
Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery
Ed Brand, 472 Moss Lane., Manchester Eng.

Wire Products
Andrews Wire Works, Watford, Ont.

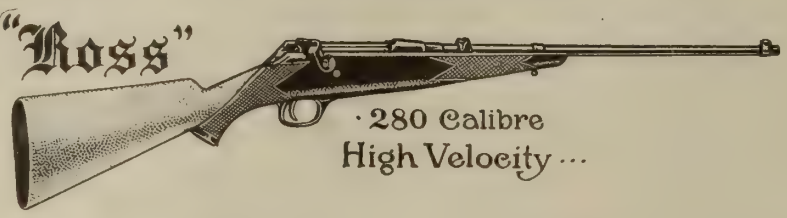
Wire Rope.
The B. Greening Wire Rope Co., Ltd. Hamilton.

Wire Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Jas. Steele Limited, Guelph, Ont.

Wood Finishes
Berry Bros., Walkerville.

Wrenches
Cochran Pipe Wrench Co.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdwe. & Tool Co., Springfield, Mass.

Raise The Percentage of Your Sales



You can sell any sportsman who needs a good rifle a "Ross" .280" (High Velocity) more readily than some cheaper and perhaps more or less well known make. Moreover, every such sale means a satisfied customer, and a very nice profit for you.

It's worth your while to think over the "Ross High Velocity" proposition.

ROSS RIFLE CO. - QUEBEC

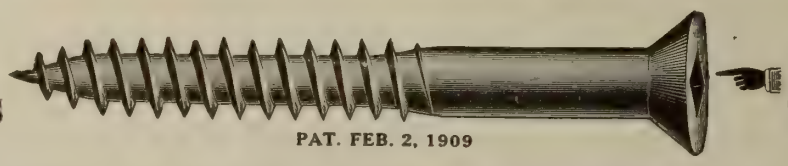
ROBERTSON

SOCKET HEAD

WOOD SCREWS



GET OUR PRICES



PAT. FEB. 2, 1909

SEE THAT SQUARE HOLE



HAND DRIVERS, YANKEE BITS, BRACE BITS, RIVETS, BURRS, WASHERS, NAILS, WIRE

SEND FOR CATALOG

The P. L. Robertson Manufacturing Co., Limited, - Milton, Ont.

TORONTO WAREHOUSE, 19 Jarvis Street, - F. J. Schuch, Agent



"Absolute Quality"

is a thing to be considered when buying axe handles.

STILL'S
AXE HANDLES

are now specified by leading hardwaremen who have given them a trial.

"Still's" Handles have been time-tried, and have not been found lacking in quality or durability.

The selection of the wood is made by skilled workmen—men who know their business.

Before placing your order, write us.

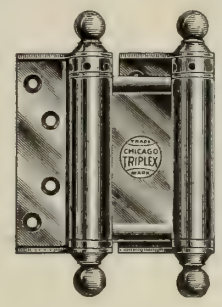
J. H .STILL MFG. CO., Ltd.

ST. THOMAS, ONT.

CHICAGO SPRING BUTTS

TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO NEW YORK



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM

MANUFACTURED SOLELY BY

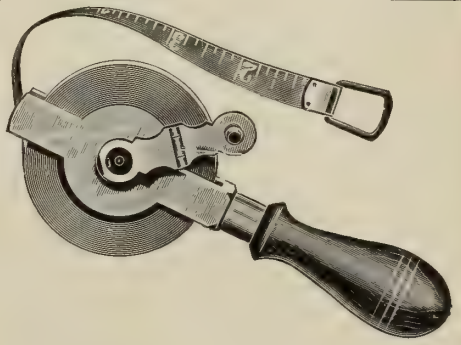
The Gutta Percha & Rubber Mfg. Co. of Toronto, Limited

Toronto Montreal Halifax Winnipeg Calgary Vancouver

MEASURING TAPES

MUST BE ACCURATE

To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.

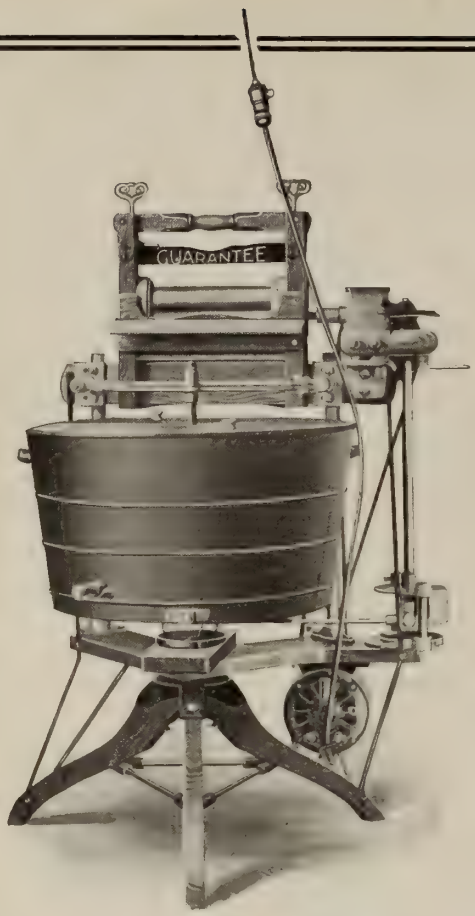


Those that bear this Trade-Mark **LUFKIN**

are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.

FOR SALE BY ALL JOBBERS. **THE LUFKIN RULE CO. OF CANADA, LTD.** WINDSOR, ONT.

CATALOGUE ON REQUEST



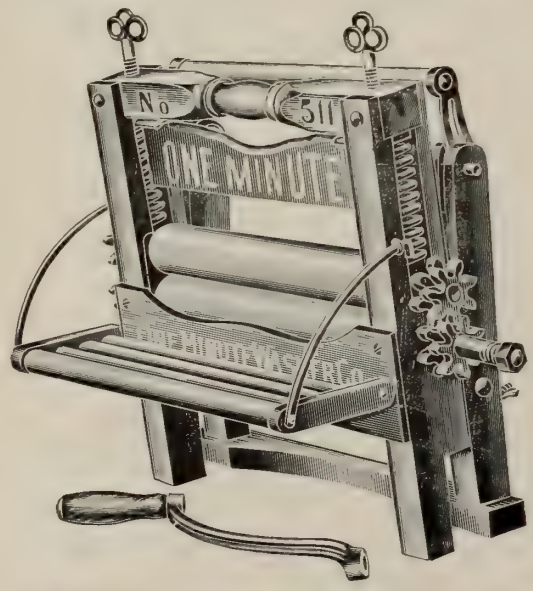
"STANDARD"—ELECTRIC



"STANDARD" HAND POWER

WE want live, active, up-to-date Dealers to act as our Agents. Dealers who run a business—not merely "keep a store" to have a loafing place. We are open for a proposition in every town where we have no such agent.

WE guarantee to every customer fair, square treatment. Not what we think constitutes fair, square treatment, but such treatment as completely satisfies the customer, even if at a loss to ourselves.





Manufactured by

ONE MINUTE MANUFACTURING CO.

TORONTO, CANADA

Selling Agents—Mackenzie Bros., Winnipeg, Man.; Canada Stove and Furniture Co.. Montreal, Que.

CANADA'S ONLY WEEKLY HARDWARE PAPER.

HARDWARE AND METAL

Published Weekly by
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXIV. Publication Office: Toronto, Canada No. 39
Sept. 28, 1912

MINERVA PAINTS
and Paint Specialties

THE FAMOUS BRITISH BRAND

THAT HAS STOOD THE TEST SINCE 1834

GIVE BETTER SATISFACTION AND INCREASED SALES

If you are not selling **Minerva Paint**, why not?

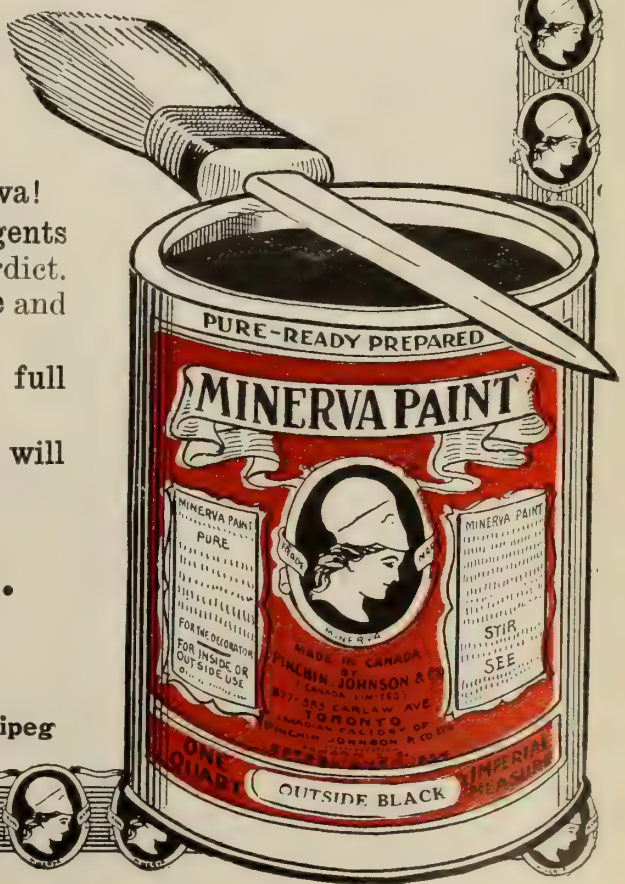
They are the best that brains and money can produce for exterior or interior work of every kind—they always satisfy.

Investigate the Selling Qualities of Minerva!

Write us for names of some well known agents —then write these agents and get their verdict. They will convince you **Minerva is dependable** and **very profitable.**

Every can of Minerva Paint contains full Imperial Measure.

Write for the Minerva Proposition. It will pay you.



PINCHIN, JOHNSON & CO.
(Canada), Limited

377-387 Carlaw Avenue Toronto
128 Princess Street Winnipeg

A Case Where Patriotism PAYS

Patriotic talk is all right in its way. But that practical patriotism which gives the preference, in buying and selling, to products of our own country, is the kind which is doing most to build up Canada.

The prosperity of Canadian Retailers depends on the prosperity of Canadian Customers—and the prosperity of a large proportion of these customers depends, directly or indirectly, on the success of Canadian industries.

When one of your customers sends off a fat order to a mail-order house in a distant city, he is killing business and depressing values in his own town and on his own property.

If you send outside of the country for goods, which could be bought fairly in Canada, you do the same thing on a larger scale.

But when in window displays, selling talk, and buying, you give the preference to Canadian-made goods, you are showing true practical patriotism, and at the same time developing your own home market.

This applies to a steadily increasing number of lines, and among them to the Gillette Safety Razor — the **only** Safety Razor which is **"Made in Canada."**



The Gillette Safety Razor Co.
of Canada, Limited

Office and Factory

The New Gillette Building
Montreal

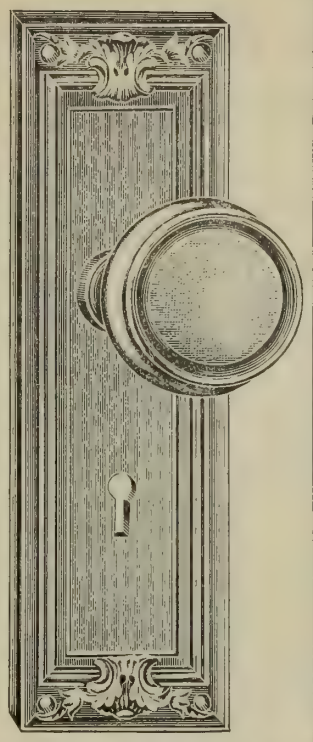
TRADE Gillette MARK
KNOWN THE WORLD OVER

EVERY wide-awake merchant is striving to please his customers, and in order to do this he must buy the BEST he can get for the money invested.

In the Builders' Hardward line,

"Belleville" Goods

are the ones he wants.

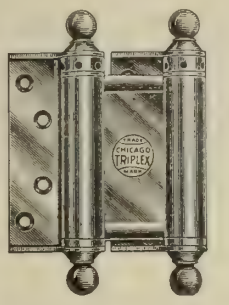


The Belleville Hardware and Lock Manufacturing Co.
LIMITED
BELLEVILLE, ONT.
Manufacturers of Locks and High Grade Hardware

CHICAGO SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO — TRADE C S B CO MARK — NEW YORK

A New Line

"Yankee" Plain Screw Drivers



Strong, durable, well balanced tools, of the same high quality of material and workmanship as other "Yankee" Tools, which to-day are without equal.

The blade and ferrule are highly polished, the handle of hardwood, finished in dull black, making a handsome appearance.

Each tool is thoroughly tested and the blades positively guaranteed not to turn in the handle.

Your Jobber Will Supply You

No. 90, Standard Style, Fourteen Sizes, 2 to 30 in.

No. 95, Cabinet Style, (Slim Blade) Eleven Sizes, 2½ to 15½ in.

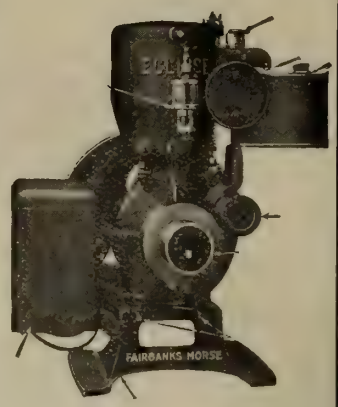
Made by

North Bros. Mfg. Co.

PHILADELPHIA, PA.

More Reliable Than the Windmill

Every Farmer is a Prospective Buyer



At one time the farmer endorsed the windmill as a convenience and necessity. Since then times have changed. New things are constantly taking the place of the old. Such is the case with



The "ECLIPSE" Pumper

With it the farmer does not have to depend on the wind or the weather—he has pumping power when he needs it.

The "Eclipse" will pump as much water as a 10 or 12 ft. windmill running in a 20 mile wind. It uses about one pint of gasoline per hour, and pumps over 1,000 gallons of water.

This small operating cost will appeal to every farmer.

Put an "Eclipse" in stock and get after the farmers. You will get surprising results.

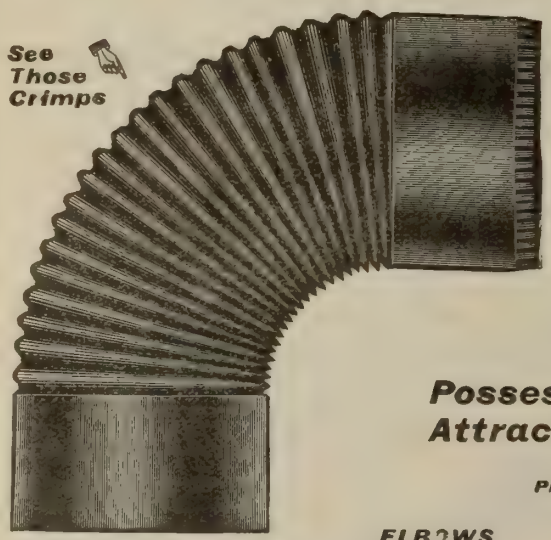
Write for full particulars.

The Canadian Fairbanks-Morse Co.,

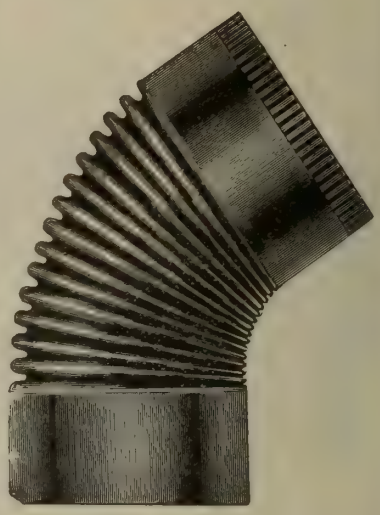
LIMITED

MONTREAL	TORONTO	SASKATOON
ST. JOHN	WINNIPEG	VANCOUVER
OTTAWA	CALGARY	VICTORIA

The S.M.P. *STOVE PIPE ELBOWS and ANGLES*



The most popular Elbow manufactured. Standard sizes. Made of extra heavy smooth steel with long ends. Riveted ready for use.



Possesses Strength and Attractiveness Combined

PRICES ON APPLICATION

ELBOWS

Sizes—Inches.											
Plain or Common	3	4	5	6	7	8	-	5	6	7	8
Polished	..	..	5	6	7	8	-	5	6	7	8
Tin	..	..	..	6	7	8	-	..	6	7	8
Galvanized	..	..	..	6	7	8	-	..	6	7	8

ANGLES

Sizes—Inches.

The SHEET METAL PRODUCTS COMPANY OF CANADA, Limited

Successors to KEMP MANUFACTURING COMPANY.

Montreal TORONTO Winnipeg

DISSTON HAND SAWS



As Staple as Wheat

Importers and Distributors

LEWIS BROS. LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

Books for the Metal Workers

Any of the following books sent prepaid on receipt of price

WRITE FOR CATALOGUE

THE NEW METAL WORKER PATTERN BOOK.

A treatise on pattern cutting as applied to all branches of sheet metal work. By George W. Kittredge. 430 pages; 774 illustrations; size 10 x 13 inches. Cloth bound. Price $5.00.

ART OF COPPERSMITHING.

A practical treatise on working sheet copper into all forms. By John Fuller, Sr. 327 pages; 474 engravings; size 10 x 6½ in. Cloth bound. Price $3.00.

SHEET METAL WORK.

A manual of practical self-instruction in the art of pattern drafting and construction work in light and heavy-gauge metal, including sky-lights and roofing, cornice work, etc. By Wm. Neubecker. 267 pages; 358 illustrations; 6½ x 9¾ inches. Half-Morocco binding. Price $3.00.

A PRACTICAL WORKSHOP COMPANION.

For tin, sheet iron and copper plate workers. By LeRoy J. Blinn. 296 pages; 170 figures. Size 5 x 7½ inches. Price $2.50.

SHEET METAL WORKERS' INSTRUCTION.

By Joseph H. Rose. 300 pages. Profusely illustrated. Price $2.00.

THE ROOFING, CORNICE & SKYLIGHT MANUAL.

175 pages; 170 illustrations and 13 plates; size, 6 x 9½ inches. Cloth bound. Price $1.50.

BAUGHMAN'S BUYER & SELLER COST TABLES.

A cost book for everybody having cost to figure by the piece, pound, foot or ton, from 2½c per hundred to $10 a hundred. Leather bound. Price $1.50.

TINSMITHS' HELPER & PATTERN BOOK.

With useful rules, diagrams and tables. By H. K. Vosburgh. A new revised edition; 120 pages; 53 figures; size 4½ x 6¾ inches. Clot hbound. Price $1.00.

TWENTIETH CENTURY SHEET METAL WORKER.

By H. E. Osborne. Gives short, concise explanations which should be easily understood by the young apprentice, and are sufficiently scientific for the practical use of the journeyman. 86 pages; size 5½ x 7¾; illustrated. Cloth bound; Price $1.00. Paper Cover; Price 60c.

PRACTICAL METAL PLATE WORK.

By Paul N. Hasluck. 247 illustrations; 160 pages. Price 75c.

TREATISE ON THE GEOMETRICAL DEVELOPMENT OF ROUND AND OVAL CONES.

With easy examples of their application. For the use of beginners and practical sheet-iron and tinplate workers. By John Fuller, Sr. 52 pages; 37 figures; size 4½ x 6¾ inches. Cloth bound. Price 75c.

MENSURATION FOR SHEET METAL WORKERS.

As applied in working ordinary problems in shop practice. By W. Neubecker. 51 pages; 70 figures; 5½ x 7¾ inches. Cloth bound. Price 50c.

TABLES GIVING THE LENGTH OF BARS FOR SKY-LIGHTS, AND RAFTERS FOR ROOFS.

84 pages; bond paper; handy pocket size. Cloth bound. Price 50c.

METAL WORKER SHOP CARDS.

Made of Manilla Board, 11 x 14 inches; eyeletted for hanging up in the shop. Each, 25 cents; Per set, 60 cents. This set of useful cards now consists of three numbers, as follows: No. 1—Table of the quantity of tin required for roofs. No. 3—Table of the Diameters, Areas and Circumferences of Circles. No. 5—Table of the Capacity of Cylinders in United States Gallons.

EASY LESSONS IN ROOF MEASUREMENTS.

By W. Neubecker. Twelve lessons on figuring the amount of material required to cover a given surface in flat, hipped or irregular shaped roofs. 31 pages, 5½ x 8 inches; 12 illustrations. Paper cover. Price 25c.

HOUSE CHIMNEYS.

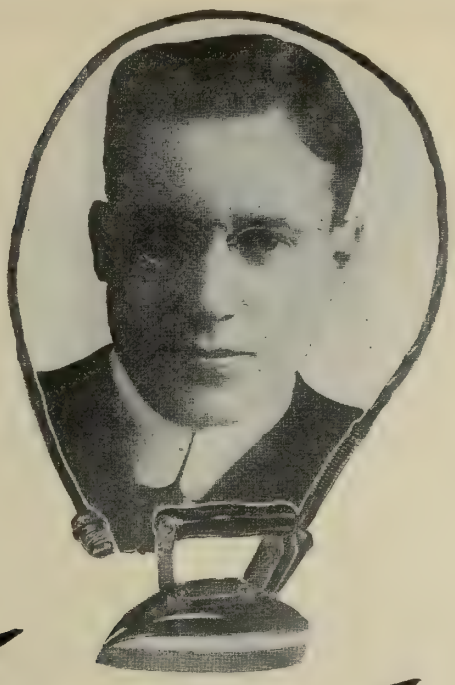
A series of articles on chimney troubles and their remedies. 62 pages; 5½ x 8 inches; 40 illustrations. Paper cover. Price 25c.

MACLEAN PUBLISHING COMPANY

TECHNICAL BOOK DEPARTMENT

143-149 University Avenue - - - TORONTO, ONT.

Pfanstiehl's Latest Achievement in Practical Electricity



Secret Element Greatly Reduces Cost of Electric Irons

"Fansteel"

The newly discovered heating element that's revolutionizing the Electric Iron game

Been watching the hardware and electric journals lately? Then you know what's happened in the electric flat iron field—the discovery of "Fansteel" has turned things upside down.

Thanks to this wonderful new heating element, "Fansteel," the cost of the *best* electric iron is now very much reduced. Only one iron on earth has access to this secret: it has been named the "Fansteel."

The rush of orders from Jobbers and Dealers—long before full details were made public—was like the stampede of miners into the Klondike: over 80,000 "Fansteel" Electric Irons sold *the first 80 days!*

The "Fansteel" stands out against the background of "before-the-discovery" irons like a flaming arc light against a row of tallow candles. Comparison is out of the question. Imitation is impossible.

Heats twice as quickly as others. Holds heat twice as long.

Impossible to burn it out or wear it out, absolutely trouble-proof. Eliminates the repair nuisance for both Dealer and Housewife. **Guaranteed 10 years!**

The "Fansteel" electric iron retails throughout Canada, in the standard 6-lb. model, for $4.50—*with generous margin for both Jobber and Dealer.*

James H. Cumming & Co., *Inc.*

SALES MANAGERS

Monadnock Block - - - - Chicago, U.S.A.

Bailey Advertising Service, Chicago. Baker-Smith Co., San Francisco, Cal., Pacific Coast Representatives.

THE
STEEL COMPANY OF CANADA
LIMITED

Our MILLS
are prepared to make
Prompt Shipment

Hay Baling Wire
Bale Ties
Stove Pipe Wire
Clothes Line Wire

DISTRICT SALES OFFICES:

HAMILTON, TORONTO, MONTREAL, WINNIPEG

W. A. MacLennan, Vancouver, B.C.
J. B. H. Rickaby, Victoria, B.C.
H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, Halifax, N.S.



Right in the Shingle District

Our illustration shows a fine school that was built in a new section of the country where real protection against the elements was necessary.

You can be perfectly sure of this point.

Samson Ready Roofing Satisfies

It is weather-proof, fire-resisting, sun-proof, and will not dry out, rot or crack. Samson Ready Roofing is Durable, Sightly and Economical. It sells easily and at a good profit.

SEND US YOUR ORDERS.

H. S. HOWLAND, SONS & CO.

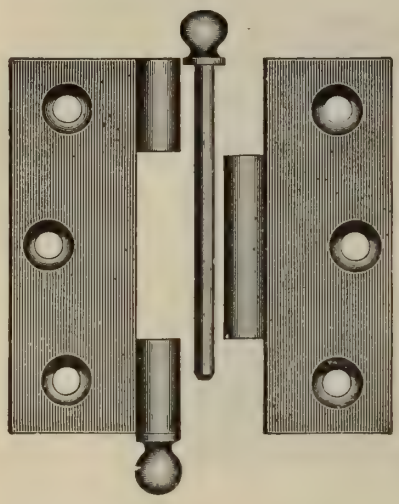
LIMITED

WHOLESALE HARDWARE

We Ship Promptly **TORONTO** **Our Prices Are Right**

Graham Nails are the Best

Crescent Brand HARDWARE



Butt Hinges Strap Hinges Tee Hinges

Barn Door Hangers Parlor Door Hangers

Trolley Hangers Hinged Hasps Shelf Brackets

Wrought Staples Rollston Pulleys

Gate Hooks Wagon Hardware Etc. Etc. Etc.

Steel Sheets Bands Bars

Rods Wire

CANADA STEEL GOODS CO., Limited

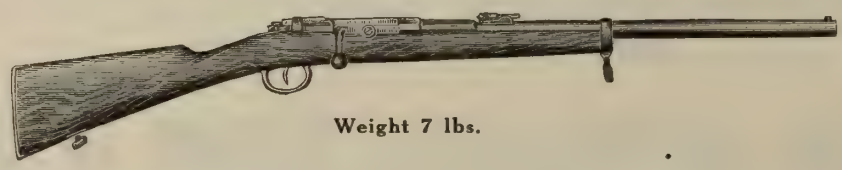
HAMILTON - - - CANADA

Hardware Dealers, Does This Interest You? Fifteen Dollar Rifles For One-Third Of The Price. We Are Offering a High Grade Single Shot Rifle For The Above Price. Order a Sample To-day And Be Convinced Of The Wonderful Value Of This Rifle.

Single Shot Rifle

"Mauser" Model 71 Converted

Bolt Action
Caliber 11 m-m
or 43

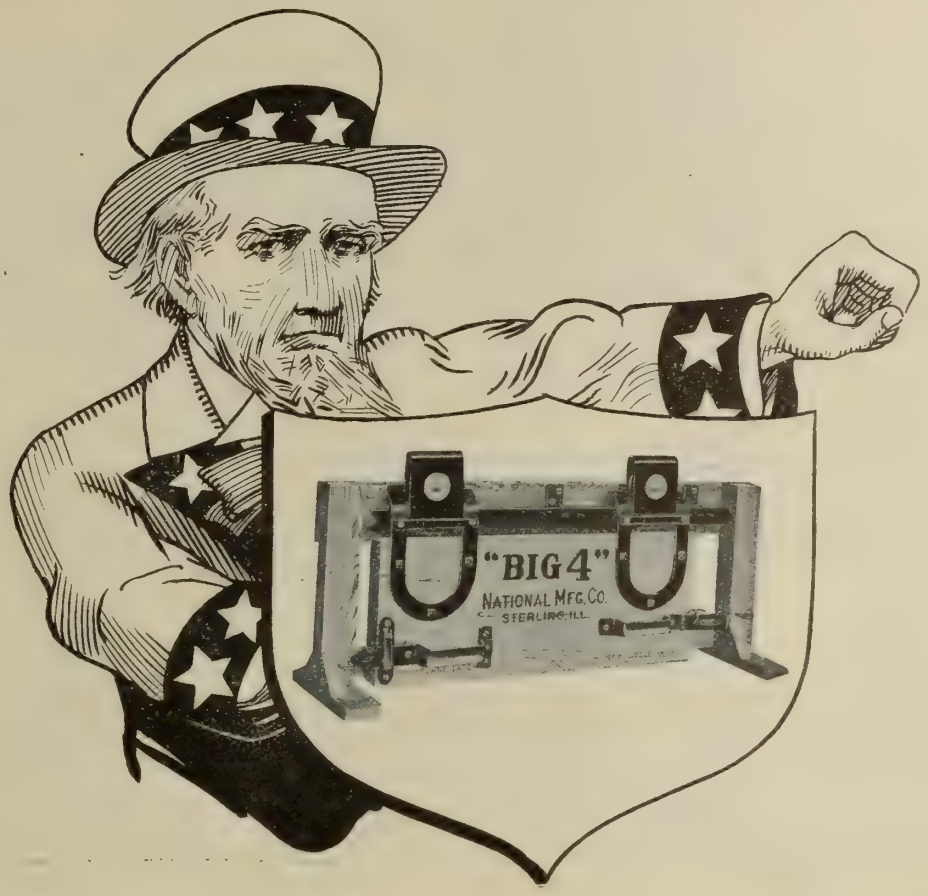


Weight 7 lbs.

The Breech Block, Lock and all working parts are made of Fine Tool Steel.

Used, but transformed into a Sporting Rifle. Guaranteed Satisfactory and in perfect order. This rifle will stand all kinds of hard usage, and is almost Indestructible. You will not shoot from a finer Rifle, no matter what price you may pay. Nothing but the very best of material and workmanship has entered into these rifles. Length over all, 39 inches. Length of Barrel, 20 inches. Weight, 7 lbs. You will find this a splendid rifle for large game. It shoots accurately, and has great carrying distance. Very strong and light in weight. A safety lever locks the rifle, so that it cannot be fired, nor the breech block opened until the lever is released; this device makes it absolutely safe. Order a few at once; they won't last long.

McGILL CUTLERY CO., REG'D P.O. BOX 580 MONTREAL, CANADA



The National Reputation is Back of

The Big 4 Hanger

NATIONAL BUILDERS' HARDWARE is in universal good fame throughout the world. National products have a quality reputation that must never be lost sight of, when it's time to buy your stock.

Take the Big 4 Hanger as an instance of this. The National reputation stands back of the Big 4—and the man who buys knows it.

It's a little point that shortens the selling talk—that makes added profits because of that shortening.

And the hanger backs up and adds to that reputation in service—it's a husky hanger for heavy work, that runs like a railway train.

And it's flexible, too. You can swing a door to an awning position if it's hung on a Big Four Hanger.

Get full particulars—about the entire National Line.

1912 Catalogue sent on request.

NATIONAL MFG. CO.

STERLING, ILLINOIS



SOME SAVING

They use 40% less oil.
They use a cheaper oil.
They use less metal.
They save cost of rebabbitting.

ALSO

It is cheaper and better than "Genuine" Babbitt.
It never runs hot.
It never cuts a shaft.
It never "breaks up."
It wears longer.
It stands the severe test on Rolls.
It is used on all of the Engine bearings.
It naturally absorbs less power.

COULD ANY BABBITT DO BETTER?
CAN ANY OTHER DO AS WELL?

MANISTEE FLOURING MILL COMPANY,
Manistee, Mich., April 30th, 1912.

Magnolia Metal Co., New York, N.Y.

Gentlemen:—

We wish to relate the experience which we have had with Magnolia Metal in the past years. Our oil supply has been reduced fully 40 per cent., and since using Magnolia Metal we have not known what a hot box is, and are using a cheaper grade of oil. We have used a good many metals, including Genuine, and have found them to be either too hard, cutting the shaft, or too brittle, breaking up.

Magnolia Metal should be heated just hot enough to brown a white pine stick, keeping it thoroughly stirred before pouring. We use it in our rolls, a very severe test for babbitt, and on all the bearings in the engine. We do not use near as much babbitt as in former years. Yours very truly,

MANISTEE FLOURING MILL CO.,
By ARTHUR WALT, Supt.

SPECIAL OFFER

PRACTICAL ENGINEER POCKET BOOK—700 pages, over 2,000 subjects. Price 40c post paid. We import these books, in large numbers, from England, as an advertising medium, and give Engineers benefit of low price. They are highly spoken of. Address Montreal Office.

Sold by leading dealers everywhere, or

MAGNOLIA METAL CO.

Office and Factory:

225 St. Ambroise St. - MONTREAL



STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

Sell GLUE in packages--it means less handling--more profit



BRANTFORD ALL AROUND GLUE

weighed and wrapped ready to hand over the counter.

NO MUSS—NO FUSS—
NO LOSS OF TIME

¼ pounds, ½ pounds, pounds. **Everybody's Glue Size**, in pounds only.

The quality is there and will be maintained.

ASK YOUR JOBBER FOR PRICES AND DISCOUNTS

PROTECT your show-cases by using the

BRANTFORD COIN MAT

same as cut at left in Blue and Orange.

WRITE US FOR ONE.

CANADA GLUE CO.
LIMITED
BRANTFORD, ONT.

Manufacturers of Glue and Gelatine of all kinds and for all purposes.



Print No. 3

Don't Give Up Hope!

If your competitor appears to be drawing the most trade, don't be down-hearted.

By making your store more attractive and more systematic, by installing

Berlin Hardware Display Cabinets

you will turn the tables on him and make your business exceedingly profitable.

We have cabinets for any kind of tools—cabinets with glass doors on glass display drop front compartments. Hardware displayed in these cabinets cannot get dusty and thus mar its good appearance. Manufactured from the best oak and finely finished.

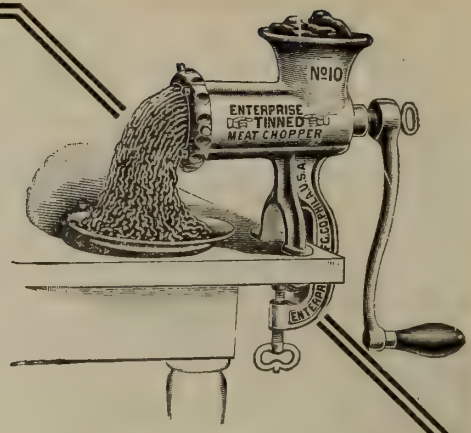
Cut illustrates **Print No. 3**, which is another section of a large case.

Save all the prints with numbers for reference in designing a case to meet your particular requirements. Then write us for specifications and prices.

Write for circulars on **complete line of store fixtures** or any **special line** in which interested.

THE WALKER BIN & STORE FIXTURE COMPANY, LIMITED
MANUFACTURERS AND DESIGNERS OF
MODERN STORE FIXTURES **BERLIN, ONTARIO**

Two Great Big Sellers—These



Besides the big market for the Enterprise Meat and Food Chopper there is what may be termed a *combination market* for this machine together with the Enterprise Sausage Stuffer and Lard Press. These two machines make an ideal combination for every man who has hogs or other animals to kill. They mean very much greater profits from the killing. They are, both of them,

ENTERPRISE

principle and Enterprise quality. Every part is made to give absolute satisfaction. You simply don't have come-backs when you handle Enterprise goods. Our methods of manufacture insure absolute mechanical excellence.

The Enterprise Sausage Stuffer and Lard Press has a new Patented Corrugated Spout which prevents air from entering the casing. This insures the preservation of the sausage. The Iron cylinder is bored true. The patented latch prevents breakage of plates. Instantly changed from Sausage Stuffer to Lard Press.

Enterprise Meat and Food Choppers are made in forty-five sizes and styles—hand and power. They are the machines of the right cutting principle—four bladed steel knife revolving against the inner surface of a perforated steel plate. Does not mangle or mash—but cuts like shears.



For better profits handle these two Enterprise sellers. Write today for the Enterprise Catalog.

THE ENTERPRISE MFG. CO. of PA.

Patented Hardware Specialists

PHILADELPHIA, PA.

21 Murray St.
New York

530 Golden Gate Ave.
San Francisco

176 N. Dearborn St.
Chicago

The "Silverware That Sells"



The Artistic Dainty Dolly Madison Flatware

Embodying an effective pierced design and combined with the unexcelled quality of plate and stiffness of material, place it in the realm of the finest sterling table decorations.

Made in the same range of fancy and staple pieces as our many other lines of high-grade flatware.

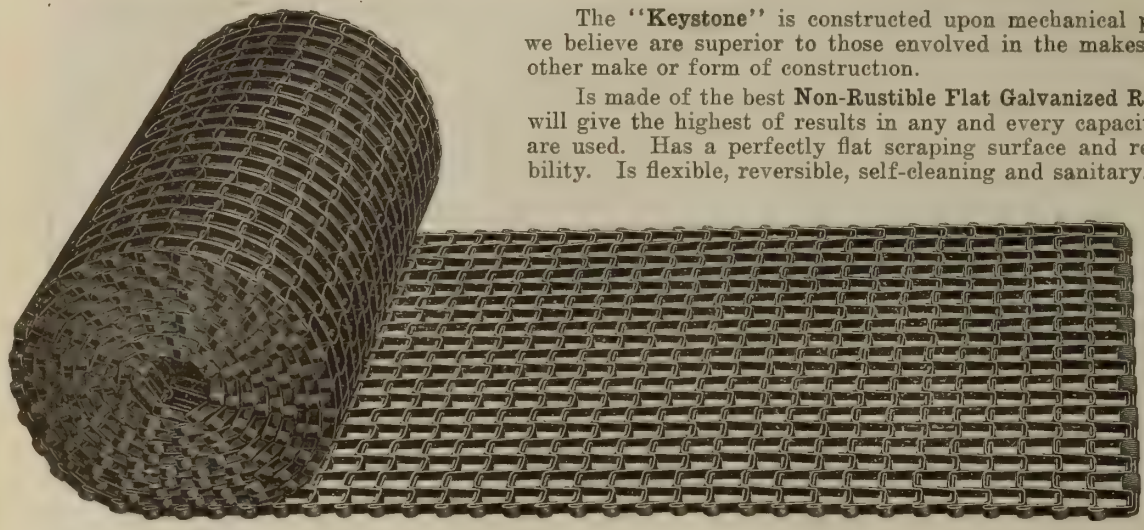
A card will bring our representative to you.

STANDARD SILVER COMPANY, Limited

Madison Ave. - - - - Toronto, Ont.

"Keystone" Flexible Steel Matting

A MAT WITHOUT A FLAW — A SPLENDID MAT TO PUSH THIS WINTER



The "**Keystone**" is constructed upon mechanical principles which we believe are superior to those envolved in the makes of any mat of other make or form of construction.

Is made of the best **Non-Rustible Flat Galvanized Ribbon Steel**, and will give the highest of results in any and every capacity wherein mats are used. Has a perfectly flat scraping surface and remarkable durability. Is flexible, reversible, self-cleaning and sanitary.

The mesh or body of Keystone is of continuous crimp from end to end, no short sections entering into its construction.

Made in any size or shape. Try "Keystone" for quick sales and good profits.

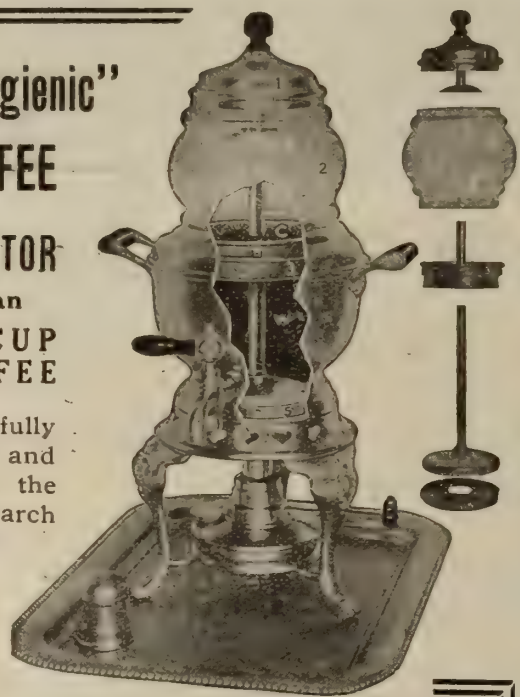
Kuhne-Anderton Mfg. Co.

SOLE MANUFACTURERS OF:
Keystone Flexible Steel Mats, Ideal Wire Door Mats, (Rigid)
Simplex Flexible Wood Matting

PORT HOPE, ONTARIO
CANADA

The "Hygienic" COFFEE PERCOLATOR

Makes an
IDEAL CUP OF COFFEE



It is beautifully finished and fitted with the new Monarch regulating lamp.

The Hygienic has no near rival when it comes to point of adding pleasure and satisfaction to a home. Gift seekers buy it as the most appropriate and the most reliable gift.

Write for illustrated catalog.

The Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:
H. F. McINTOSH & CO., 28 Toronto Street, Toronto

THE CORONA ROASTER

is a splendid YEAR ROUND SELLER



JUST WHAT EVERY HOUSEWIFE NEEDS

The hard, glossy enamel is as easily kept clean as a dinner plate—no seams or creases. The double jacket is made all of the single piece of steel. Stock a few of these roasters—display them in your window and see how quickly you will sell them. Our card guaranteeing it to the purchaser goes with every roaster. We help sell them by supplying you with advertising matter.

Stock a trial order at once.

THE ENTERPRISE ENAMEL CO., Bellaire, Ohio.

GREENING

GREENING'S STEEL WIRE CHAIN

If you are interested in chains examine carefully the perfect mechanical construction of "Greening's." It is the most perfect chain made. We make it in 13 sizes. We use it exclusively in all our Halter, Dog, Tie Out, Cattle, Trace Chains, etc. You will make no mistake in handling our line exclusively.

CORRESPONDENCE SOLICITED

WE SEND CUTS WITH TABLE OF BREAKING STRAIN

SAMPLES, ETC., UPON REQUEST

THE B. GREENING WIRE CO., LIMITED

HAMILTON, ONTARIO -:-:- MONTREAL, QUEBEC

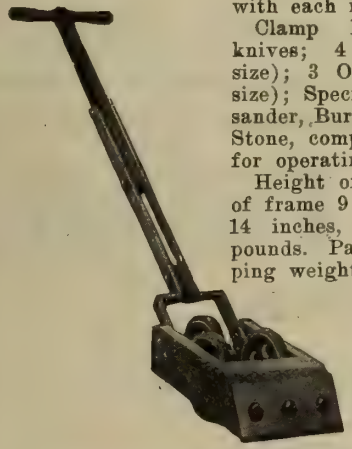
Fox Floor Scraper No. 1

Manufactured Under Fox Patents

The Fox Floor Scraper is built on the only correct principle, and it is guaranteed to be the best machine with which to produce an even, smooth surface on any kind of hardwood flooring, including Georgia pine, fir, ash, etc. It does not require an expert to run it. It will not jump, chatter or leave waves. One man with the Fox Scraper can do the work of five men with hand scrapers, and do it better, thus saving you the price of the scraper on one or two small jobs. The following knives and tools go with each machine:

Clamp Block for sharpening knives; 4 Crown Knives (large size); 3 Old Floor Knives (small size); Special Knife, substitute for sander, Burnisher, File, Wrench, Oil Stone, complete set of instructions for operating.

Height of frame 4 inches, width of frame 9 inches, length of frame 14 inches, blade 3x9, weight 85 pounds. Packed one in a box; shipping weight 95 pounds.



Manufactured by

Fox Supply Co.

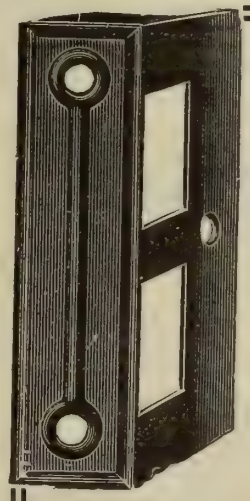
Brooklyn, Wis.

Sold in Canada by:

The E. Cavanagh Co., Ltd. Montreal — The James Walker Hdw. Co., Ltd. Montreal

The Durand Hdw. Co., Ltd. Montreal — Frothingham & Workman, Ltd. Montreal

Canadian Equipment and Supply Co. Ltd., Calgary, Alta.



NATIONAL STEEL RIM LOCKS

ASSURE GREATEST SECURITY and DURABILITY

The locking mechanism is very simple and cannot get out of order.

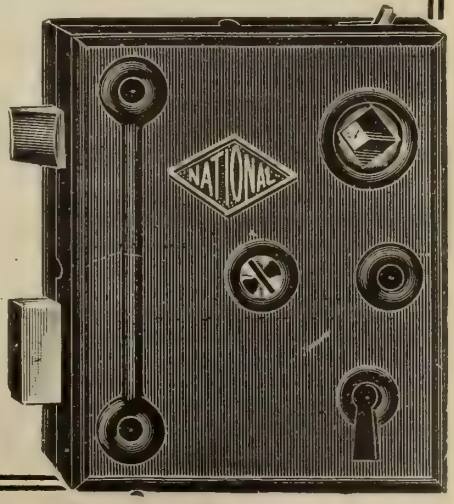
They are very popular with builders who demand the best locks.

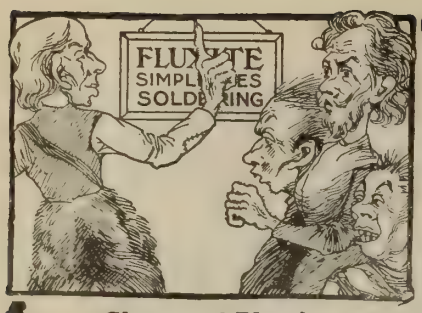
Give the "National" Lock a trial and watch your lock trade increase.

WRITE AT ONCE FOR PARTICULARS

National Hardware Co. Ltd.,

ORILLIA, ONTARIO. CANADA





Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Plumbers and other mechanics **will** have

FLUXITE

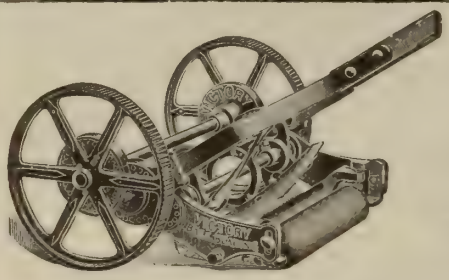
the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

Easy to use. Easy to sell.

Of the Jobbers and Factors in small and large tins. Remember it in your indents.
Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.
General Representatives: SAYWELL'S SALESMEN, 61 Albert Street, Winnipeg.

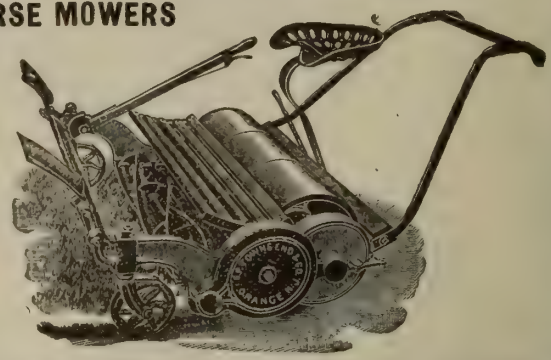


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

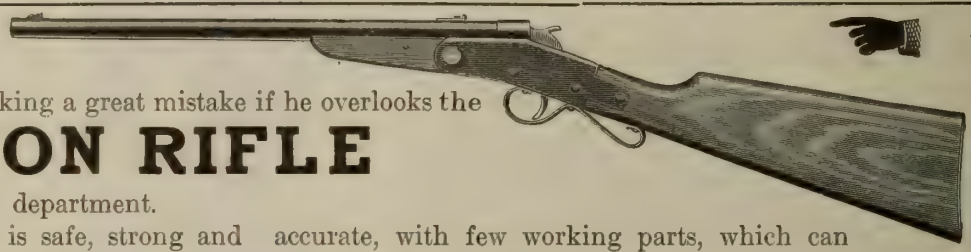
SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.
ORANGE, N. J.

Be Careful!!



The hardwareman is making a great mistake if he overlooks the

HAMILTON RIFLE

when restocking his gun department.

This 22 calibre rifle is safe, strong and accurate, with few working parts, which can easily be kept in perfect condition.

It is the choice of the people who know, as it never fails to give the highest satisfaction.
A Hamilton sale brings the dealer excellent profits and protects him against come-backs.
Do not hesitate—get our circulars and prices at once. **FOR sale by all jobbers.**

C. J. Hamilton & Son - Plymouth, Mich.

CORRUGATED IRON

Prompt Shipment Guaranteed

EAVETROUGH, CONDUCTOR PIPE, ELBOWS, VALLEYS, RIDGE ROLL, SKYLIGHTS AND VENTILATORS

WHEELER & BAIN THE PROMPT SHIPPERS **TORONTO**

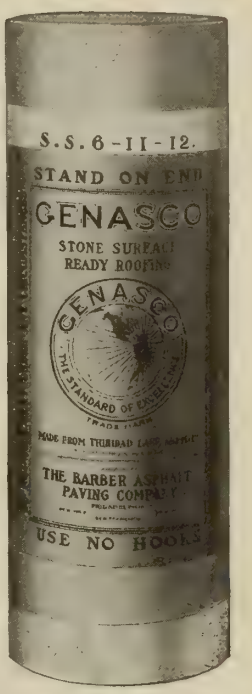


Sell the roofing that makes "the roof that's proof"

Roofing that withstands the pelting rain, the summer's sun and the winter's frost is the kind that customers want. The roofing that successfully withstands all these elements is

Genasco

THE TRINIDAD-LAKE-ASPHALT Ready Roofing



The natural oils of Trinidad Lake asphalt gives Genasco life; and this life defies all attacks through years of changing weathers.

Sell Genasco—the roofing that doesn't disappoint.

Order from your jobber. Write us for full information and samples.

The **Kant-leak Kleet** for smooth surface roofings prevents nail leaks.

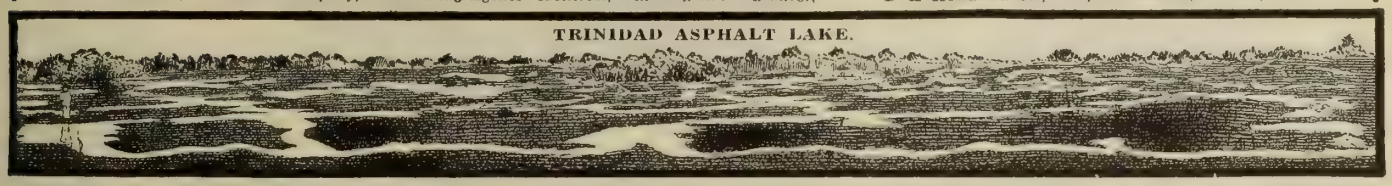
THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world

NEW YORK PHILADELPHIA SAN FRANCISCO CHICAGO

Caverhill, Learmont & Company, Distributing Agents—Montreal, Winnipeg and Vancouver. D. H. Howden & Co., Ltd., 200 York St., London, Ont.

TRINIDAD ASPHALT LAKE.



THE Angle Lamp is THE one article you can control that your competitor cannot duplicate. With other exclusive lines you control only a brand—a trade mark.



With the Angle Lamp you control a line—a type of merchandise. There is nothing else like it.

All Styles, 1 to 8 Burners.

Angle Manufacturing Co.

244-246 West 23rd Street

New York City

YOUR TRADE WILL APPRECIATE THE LASTING QUALITIES OF THE

FAULTLESS LADDER

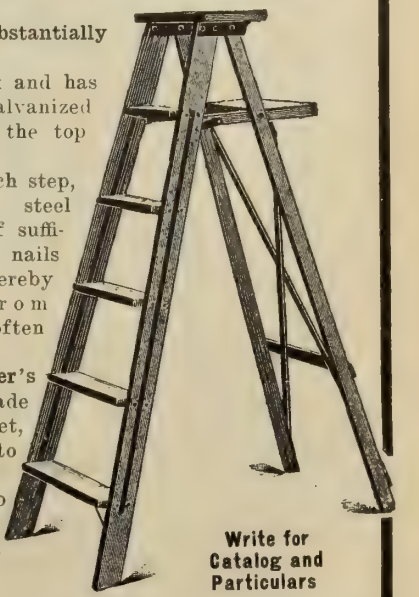
It is strong and substantially built.

Made from clear stock and has wide steps, strong galvanized steel ears, riveted to the top and bottom.

Has iron rod under each step, having a galvanized steel washer at each end of sufficient size to cover the nails and hold the step, thereby preventing them from working out, as is often the case.

Equipped with **Boyer's Faultless Lock.** Made regularly 4 to 10 feet, and extra heavy 10 to 16 feet.

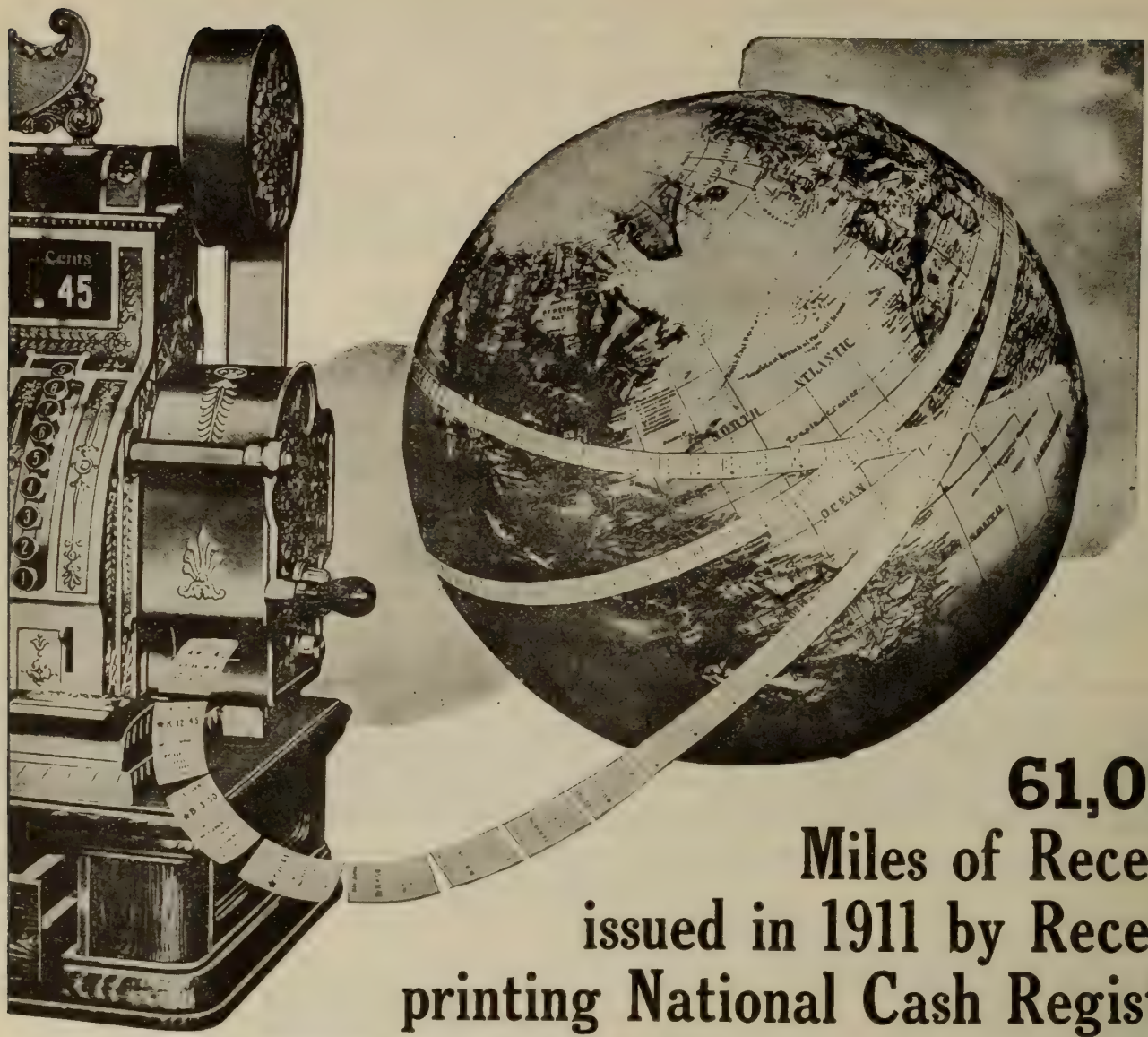
Show this ladder to prospective buyers and it will practically sell itself.



Write for Catalog and Particulars

The Stratford Mfg. Co., Limited

STRATFORD, CANADA



61,000 Miles of Receipts issued in 1911 by Receipt-printing National Cash Registers

It prints on both sides of a Receipt, cuts it off and issues it

This Receipt is wrapped in the package with the goods

Number of the sale

Date of sale

☆ Indicates a cash sale

Initial of clerk who made it

Amount of Sale

This same amount is also printed on the sales strip inside the register and added to the other sales on the adding wheels

014 MAY 18

★K 12.45

W. S. JOHNSON
416 Fourth Ave.

Keep This Receipt
It is your Protection
WATCH FOR ANNOUNCEMENT
(over)

Front of Receipt

Keep your eye on this space. We will advertise new goods and special sales from time to time.

Back of Receipt

If placed end to end they would reach two and one fourth times around the world.

These receipts are protecting and increasing the profits of merchants in every part of the world. They are used in the store farthest North, the store farthest South; even on ships and dining cars.

They are protecting clerks against temptation, children and servants against suspicion, and customers against arguments, disputes, and loss of time. They do so much and cost so little.

They are used in over 21½ different lines of business.

Write to-day for our booklet "Get a Receipt."

Investigation will cost you nothing.

THE NATIONAL CASH REGISTER COMPANY

Headquarters for Canada: 285 Yonge St., Toronto

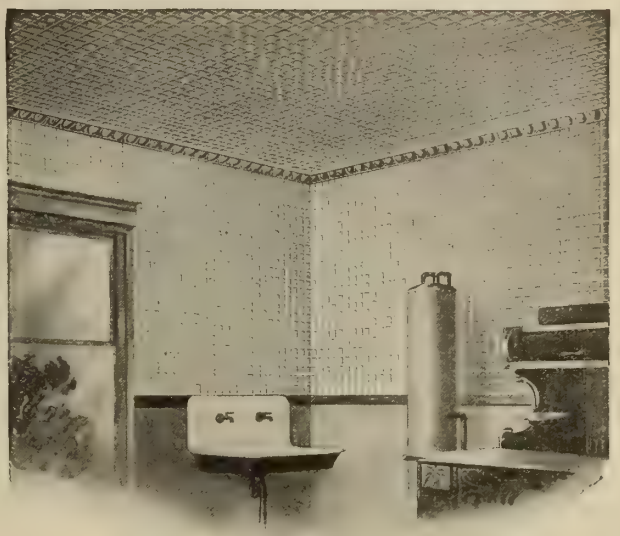
Canadian Factory: TORONTO



The Hardwareman

who is not handling our

"Metallic" Ceilings and Walls



is not making as much money as he might.

How about you?

WRITE US FOR CATALOGUE AND PRICE-LIST.

There is nothing to touch "Metallic" for Kitchen Ceilings and Walls.

THE METALLIC ROOFING CO. OF CANADA, Limited

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

C 91



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.
We manufacture all kinds of lumber tools. Light and Durable.

Send for Catalogue and Price List. **Long Distance Phone No. 87.**

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thos. Pink Company, Ltd., Manufacturers of Lumber Tools

PEMBROKE, ONT.



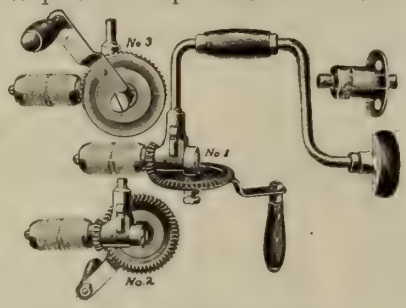
This
Drill Brace No. 192
Makes Difficult Boring Easy

The gear as shown by illustration is attached or detached by turning a thumb screw, but what is not shown is that when set it is as rigid as if keyed on. Its possible adjustment to three positions gives the user 100% efficiency in any corner or in any position or angle.

Gear Attached or Detached by Thumb Screw

The ratchet is an improved device so arranged that both dogs can be thrown out of mesh at the the same time, allowing free operation of drill gears.

With drill gear detached, the brace is our regular 10 inch Sweep tool with all its patented improvements—universal chuck, taking all sizes and shapes of shanks patent ratchet, non-splitting free-acting centre Handle and ball bearing head.



Adjustable to Any Position

Of fine appearance and works perfectly

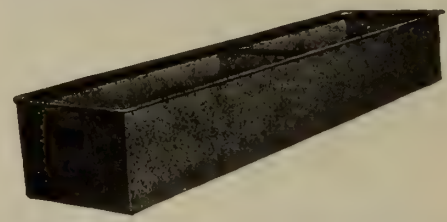
MILLERS FALLS COMPANY

28 WARREN STREET. NEW YORK CITY

GALVANIZED STEEL WATER TROUGHS

TRIED, TESTED AND PROVED SATISFACTORY

Strong, Rigid, Clean and Sanitary
Never Rusts, Never Leaks and Frost-Proof



Every Farmer is a Prospective Buyer.

This is just what he is looking for to take the place of that old, batry, rotting, slimy, unsanitary disease-breeding wooden trough.

Made of heavy galvanized, so that it cannot rust. Thoroughly riveted and soldered, so it cannot leak. Finished around the top with heavy angle steel, making it very strong and rigid.

Great value at low prices, assures quick sales. Guaranteed 5 years—good for 15.

Can sell them on approval. Write to-day. Furnish them either square or round bottom. Ask for booklet on complete line of Hog Troughs and Steel Tanks.

The Steel Trough & Machine Co.

Limited

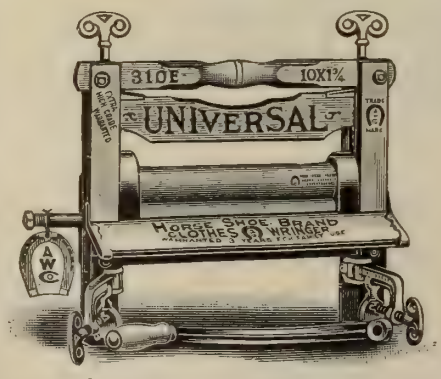
TWEED - - ONTARIO

Stocked in the West by Melotte Separator Co., Winnipeg, Man.; Merchants Hardware Specialties, Ltd., Calgary, Alta.; Gordon & Son, Eburne, B.C.

NEW LINE

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings
Spiral Pressure Springs Enclosed Cog Wheels



Packed 3 in a case

PLAIN BEARINGS

No. 310E— - - - - Rolls, 10 x 1¾ inches
No. 311E— - - - - Rolls, 11 x 1¾ inches

STEEL BALL BEARINGS

No. 317E— - - - - Rolls, 10 x 1¾ inches
No. 318E— - - - - Rolls, 11 x 1¾ inches

SAME STYLE MADE IN FOLDING BENCH

SEND FOR CATALOGUE "F"

THE AMERICAN WRINGER COMPANY

99 CHAMBERS STREET, NEW YORK

Preston Metal Garages

have met with such favor among automobile owners that they are becoming known all over the country. In order to handle inquiries coming in we want agents all over the country.

Every auto owner is a prospect. **Write to-day for full information in regard to the agency for your territory.**

MENTION HARDWARE AND METAL

THE METAL SHINGLE & SIDING Co. LTD

PRESTON ONT. MONTREAL QUE.

You Can Sell These Machines NOW!

They're hot weather washers because they wash clothes thoroughly without any labor

They Run Themselves



In every house where running water is available there is a possible purchaser.



MADE BY

Cummer-Dowswell, Limited

HAMILTON, ONTARIO

Agents:
W. L. Haldimand & Son, MONTREAL
H. F. Moulden & Son, WINNIPEG

25% TRADE DISCOUNT

— OFF PRICE LIST "A-17" —

METAL CEILINGS & WALLS

WRITE US FOR THIS LIST

The Galt Art Metal Co., Limited (Dept "C")

GALT, ONT.

Davidson's Beaver Heater



Slow Combustion Stove

Burns a Minimum Quantity of Fuel

Lined throughout with fire bricks. Body is made of cold rolled steel, and the base and top are cast iron. Has nickel plated Tea-pot Stand, and is very compact and neat in appearance.

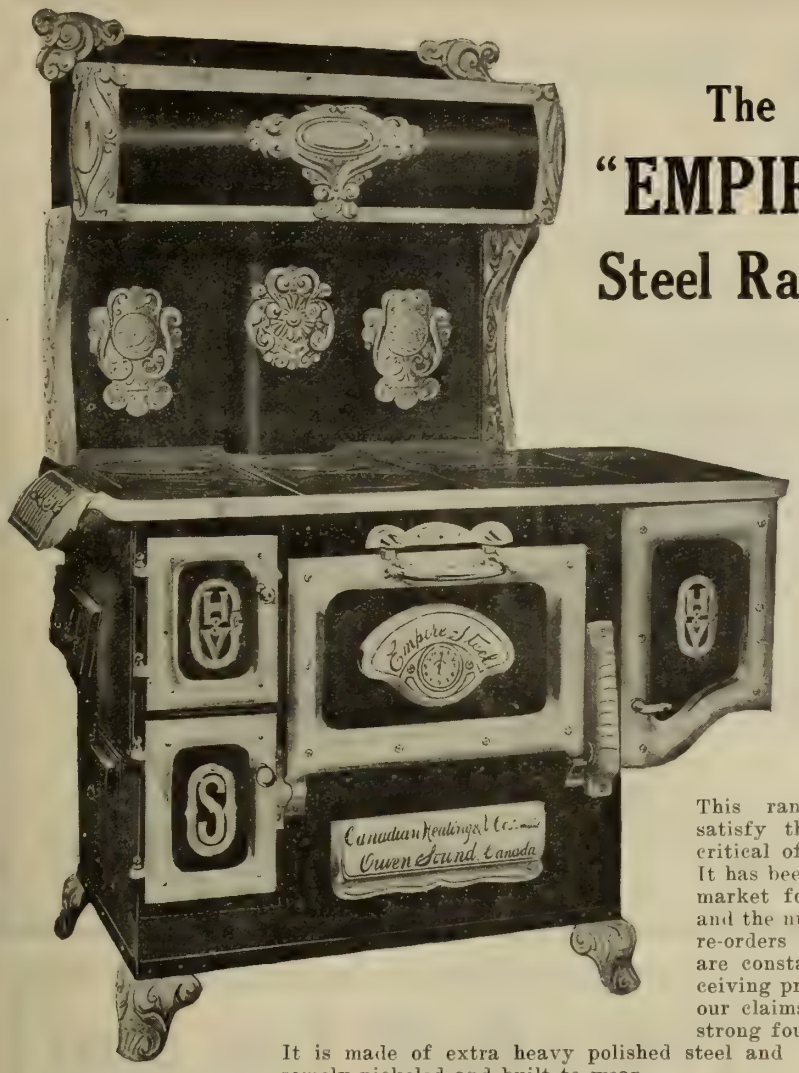
Can be supplied in 5 sizes, No. 2, 3, 4, 5 and 6, in plain black or with nickel plated bands.

Attractive Ornamental Swing Tops can be furnished for all sizes except No. 6 only.

Write for booklet showing the different styles, with prices and full particulars.

The Thos. Davidson Mfg. Co., Ltd.

Montreal **Winnipeg** **Toronto**



The "EMPIRE" Steel Range

This range will satisfy the most critical of buyers. It has been on the market for years, and the number of re-orders that we are constantly receiving prove that our claims have a strong foundation.

It is made of extra heavy polished steel and is handsomely nickeled and built to wear.

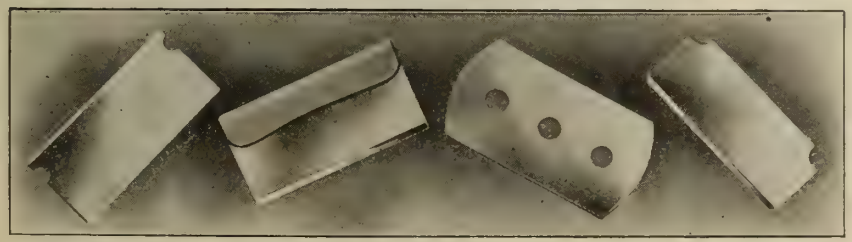
This is our **highest grade steel range**, and, we believe, the best on the market.
It has large flue, perfect fire box, large broiler door and interchangeable grate, and quick heating water reservoir.
It is an ideal range for perfect and rapid heating and baking.
The quality convinces, and its appearance brings **scores of customers.**

Absolutely guaranteed.

The Canadian Heating & Ventilating Co., Ltd.

OWEN SOUND, ONTARIO

Or The Canadian Heating & Ventilating Co. Branch: 521 Henry Avenue, Winnipeg, Man.



SCHRAMBERGER UHRFEDERNFABRIK G.m.b.H.

Manufacturers of Safety Razor Blades

Made from the finest grade of Sheffield Crucible Cast Steel.
Highest Quality as regards Cutting Power and Durability.

Agents Wanted **SCHRAMBERG (Wurttemberg) Germany**

When A Customer

Asks For A

GOOD FILE

Sell Him

THE DELTA MILL FILE



He'll Be So Well Pleased With The Service That You Will Get Many Re-Orders

FILES OF QUALITY

The dealer who does business with an aim to get **re-orders** is the man who will defy competitors—the man who will **gain the confidence of the people** in his vicinity and **win the most trade.**

If such is **your** aim you cannot sell a file that will give better satisfaction than this high grade **Mill File.**

It pleases users because it **cuts fast and clean, and gives the maximum amount of service.**

Our trade mark, stamped on every file, is your protection.

Write to-day for circulars and prices.

TRADE MARK
DELTA

DELTA FILE WORKS

PHILADELPHIA, PA.

CANADIAN AGENTS:
H. S. Howland, Sons & Co., Toronto; Stark, Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax.



Here is YOUR Chance

to make your range department more profitable and more satisfactory.

"Happy Thought" Ranges

are known from one side of the continent to the other and recommended by every housewife who ever used them.

The **"HAPPY THOUGHT"** works equally well with coal or wood and gives a longer and more reliable service than any other.

This is not a claim, but a fact, and we can prove it.

Get a **"HAPPY THOUGHT"** Catalog at once. Each sale brings a good profit.

The William Buck Stove Co., Limited

Calgary Saskatoon Vancouver Brantford Montreal Winnipeg



No. 1186 Coal Grate

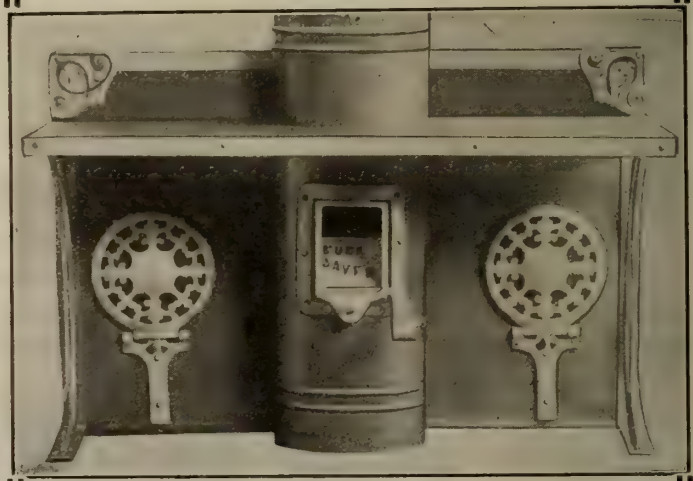
MANUFACTURED BY

The Ohio Foundry & Manufacturing Co.

STEUBENVILLE, OHIO, U.S.A.

Manufacturers of all styles of coal or gas burning fire-place goods, as well as andirons and wrought fire-place trimmings.

The Barker Fuel Saver



MAKES OUR RANGES QUICK SELLERS

The housewife will invariably choose our ranges because she can **save from 15 to 25% of the fuel.** The Fuel Saver enables her to keep the fire under perfect control.

Let us send you full particulars at once. Good profits await you.

Satisfaction absolutely guaranteed.

D. J. BARKER & CO., Picton, Ont.



"Eureka" Electric

We Have The Exclusive Control of Canada
FOR THE
"Eureka" Vacuum Cleaner

This Electric Cleaner is perfect because it is **the lightest and most compact Suction Cleaner made.** Anywhere that a carpet sweeper will go the "EUREKA" will go. It **only weighs nine pounds,** and is only eight inches high. Anybody who can handle a broom, **and many who cannot,** can use the **"EUREKA."**

The **"EUREKA"** is equipped with the famous Eureka type motor that has been known for its remarkable perfections for years. The **"EUREKA"** sells at $45 retail and **absolutely guaranteed. Let us send one on approval.**



"ONWARD"
Automatic Hand Power

This machine is different in every essential and is infinitely superior to any other hand power suction cleaner. Here's why:

It has the greatest air displacement.
Is the most durable.
Is easiest to empty.
Easiest to pump.
Easiest to carry.
Easiest to use.

Will last an ordinary lifetime. **Sell this hand power cleaner to your trade.** Then you'll be sure to please them.

Write for Booklets

Onward Manufacturing Co. BERLIN, CANADA

Branch Retail Store, 423 Yonge St., Toronto Western Distributing Agents, Moncrief & Endress Limited, Scott Block, Winnipeg, Man.



Four Sizes
Nos. 10, 20, 30, 40

McClary's
FOOD CHOPPERS

with steel self-sharpening cutting plates

CUT
Meat, Vegetables, Bread, Etc.
CLEAN

Smooth, bright re-tinned finish. Hopper of ample capacity.
All parts easily cleaned.

McCLARY ON GOODS IS A QUALITY NAME

McClary's

McCLARY'S SHIP QUICK

Toronto, Montreal, London, Vancouver, St. John, N.B., Hamilton, Winnipeg, Calgary, Saskatoon

THE "PANDORA" RANGE

There is more than sixty years experience behind this range.



There is no difficulty in selling this range. Put one on your floor it will sell itself.

SOME FEATURES:

SEMI STEEL LININGS last years longer than ordinary cast iron.

3 BAR SHAKER GRATES—You can shake down one part of the fire without disturbing the other.

NICKELLED OVEN radiates heat rapidly and uniformly to all parts of the oven.

BURNISHED TOP easily kept clean, reduces housework to a minimum.

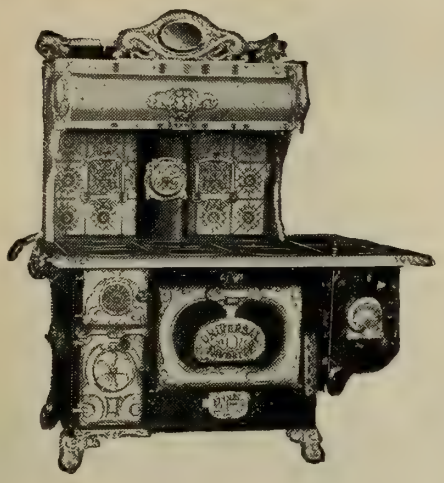
There are many other features---Write for our Pandora booklet

McCLARY ON GOODS IS A QUALITY NAME

McClary's

McCLARY'S SHIP QUICK

Toronto Montreal London Vancouver St. John, N.B. Hamilton Winnipeg Calgary Saskatoon



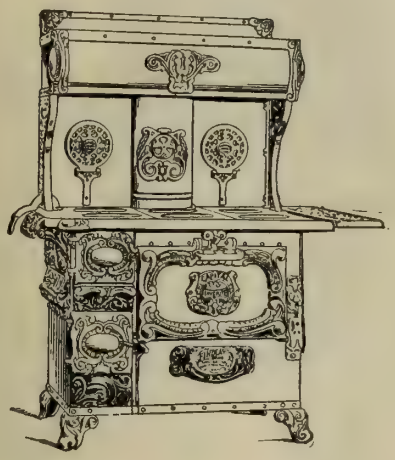
Every Man to His Trade

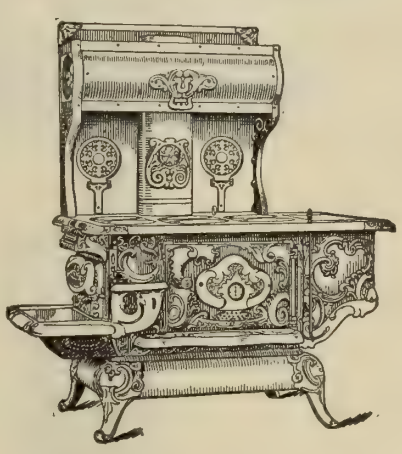
We specialize on Stoves and Ranges, and pride ourselves on knowing our business.

A stove cannot always be judged by its outward appearance; the material, the construction, the tight-fitting joints all enter into making a stove work right and stay right.

This is where FINDLAY'S FAVORITE STOVES AND RANGES are strong. The GUARANTEE that goes with them means something, as we stand behind every Stove or Range that bears our name.

Whether it be a high grade Cast or Steel Range or something cheaper, we have them. In Heating Stoves we have a big stock of high grade and medium priced Base Burners, Oak Stoves at all prices, Tortoise, Hot Blasts, Box Stoves; in fact, we can supply everything likely to be required in the Stove Line.

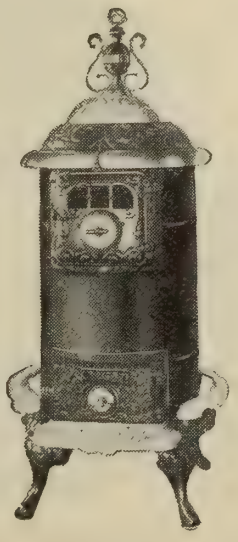




We have prepared for a big year and have an unusually large stock, both at our factory and at our WINNIPEG BRANCH, and can ship orders the same day they are received.







FINDLAY BROS. CO., LIMITED

CARLETON PLACE, ONT., and WINNIPEG

J.M.T. GLOBE VALVES

GIVE A TRADE-WINNING SATISFACTION

They have been on the market for the past 25 years. Their popularity and reputation as strictly high grade articles are universally recognized by steam users, and the engineering trade throughout the Dominion. All parts are made proportionately correct in design, and all valves are **carefully tested and fully guaranteed** to give highly efficient service.

Made in three weights—STANDARD, MEDIUM J.M.T. and EXTRA HEAVY.

Send us your next order—a trial will convince you that they sell quickly at a good profit.



WRITE TO-DAY

The James Morrison Brass Mfg. Co., Limited

Manufacturers and dealers in a complete line of Plumbing and Heating Supplies.

93-97 Adelaide Street West **TORONTO**



"JEWEL" STOVES AND RANGES

The IDEAL JEWEL is the

KING of all Base Burners

It is one of the most handsome and most reliable heating stoves ever produced. It is easily operated. It is a most powerful heater. As a Double Heater for conveying warm air in pipes to upper rooms it is unexcelled.

MADE WITH OR WITHOUT OVEN.

We can supply to dealers newspaper advertising plates, showing cut and description of this stove.
Once introduced in any locality a steady demand is assured.

WRITE FOR FULL PARTICULARS AND PRICES TO THE MANUFACTURERS

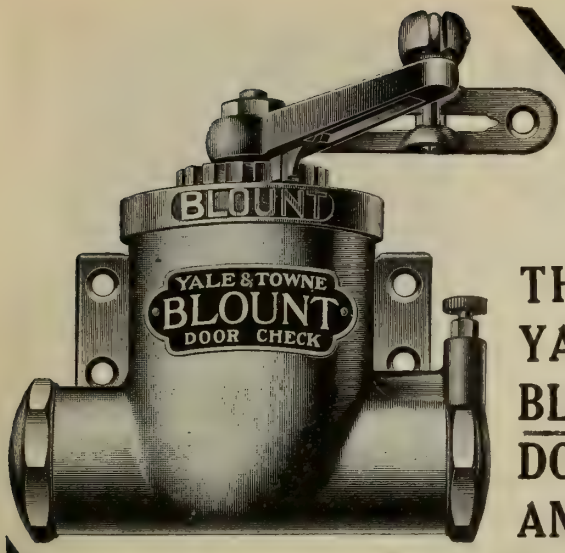
The Burrow, Stewart & Milne Co. LIMITED

HAMILTON, ONT.

THE SEASON FOR NOISELESS DOOR CLOSERS IS HERE

There is something to be made by the dealer who will visit the public buildings in his town just now and offer these Door Springs and Checks.

They are used in all homes of refinement, too.

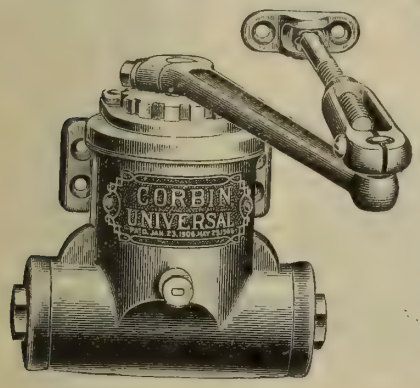


THE YALE BLOUNT DOOR CHECK AND SPRING

keeps out cold, draughts, noise and odors. Doors equipped cannot be slammed or left open; the action is quick, firm and noiseless. A door check is now rather a necessity than a luxury.

SIZES 1 for very light doors.
2 for light inside doors.
3 for medium inside doors.
4 for heavy inside and ordinary outside doors.
5 for outside doors, not over 7½ x 4 feet.

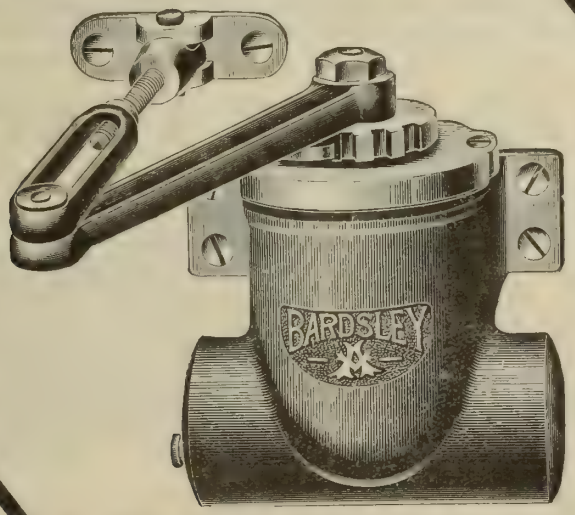
THE NEW CORBIN UNIVERSAL DOOR SPRING AND CHECK



Can Be Used on Right or Left Hand Doors Without Change.

No. 1 for screen doors.
2 for inside doors.
3 for small outside doors.
4 for medium outside doors.
5 for large outside doors.

ALL GOLD BRONZE FINISH



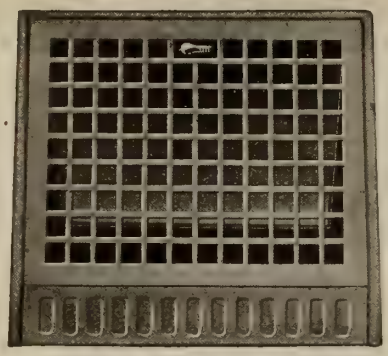
THE BARDSLEY DOOR CHECK AND SPRING

is suited to either right or left hand doors without change.

Size A for light inside doors
B for large inside doors
C for small outside doors

Caverhill Learmont & Co

MONTREAL



STEEL BASEBOARD REGISTER
ALL STEEL
LIGHT SHIPPING WEIGHT

MR. FURNACE MAN

The only way to make money is by using

"The Ferrosteel Line"

of Registers

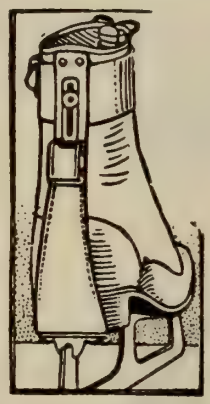
Our reputation is unequalled for highly finished goods—complete satisfaction guaranteed.

BASEBOARD and FLOOR REGISTERS
FACES and BORDERS
ALL SIZES—ALL FINISHES



TORONTO BASEBOARD REGISTER
CAST IRON
WRITE FOR CATALOG and PRICES

CANADIAN FERROSTEEL COMPANY, LIMITED, BRIDGEBURG, ONTARIO



Many Skaters Need The

"Perfection" ANKLE SUPPORT

You Can Make Good, Substantial Profits By Selling Them

This **ankle support** is made from the best quality of steel, and is so devised that by means of a hinge and sliding attachment **the ankles may bend forward or backward, but simply cannot go sideways.**

The **"Perfection"** has become extremely popular with every user. It does away with all old-time cumbersome devices and also the fatigue which prevents many from indulging in this healthful pastime.

Let us send a few on trial—show them to your customers and you will send us an order for more. **Write for full particulars.**

The Owen Sound Steel Press Works

OWEN SOUND, ONTARIO

Get The Local Agency For Our Profitable

SAFE-LOCK FENCES



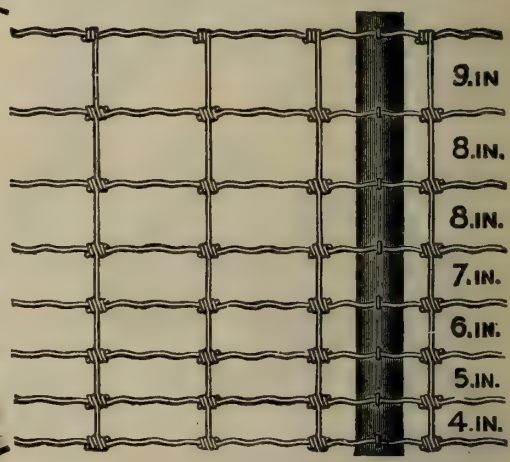
These fences contain all the qualities essential to rapid sellers.

You cannot make the "Safelock" Stay slip in any direction—**neither can animals.**

Besides this, the strand **wires are not weakened by kinks.** This gives them **strength which is superior** to those of other fences.

Draw a large fence trade—sell the "Safelock."

Write for agency proposition now—**do not delay.**



OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario

The Saskatchewan Glass and Supply Company, Limited

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass
Window and Leaded Glass
Fancy and Wired Glass
Mirrors and Bevelled Plates
Plasters, Limes and Cements
No order too large or too small.

Building and Sheathing Papers
Felt and Asbestos Papers
Rubber Roofings and Roofing Papers
Nails and Sash Pins
Putty and Glaziers' Points
Prompt shipments our specialty.

Metallic Ceilings and Cornices
Metallic Shingles and Sidings
Sewer Pipe and Tilings
Plasterers' Hair, Sash Bars, Brick
Mantels, Grates and Tile.
Correspondence Solicited.

Cor. Manitoba and Sixth Avenue

P.O. BOX 670 MOOSE JAW, SASKATCHEWAN **TELEPHONE 348**

"Southern Cross" BLACK SHEETS

Soft and free from scale.

The favorites for high grade and severe work.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch

"DOMINION"

Polished Canada Plates

Genuine Polished Plates.

Nice Bright Finish. Easy to Work.

Insist on getting "DOMINION CROWN"

A. C. LESLIE & CO., Limited

MONTREAL

SET SCREWS of FIRST QUALITY



The ACME of quality which every user of NAMCO milled parts recognizes is the result of years of experience in making screws and special products in duplicate.

Every thread is cut clean and smooth, and a uniform accuracy is maintained throughout the order. They are carried in stock in all the popular sizes with "V," U.S.S. or A.L.A.M. threads. We also have all styles of standard Nuts, plain or castellated, ready for immediate shipment.

If you use Standard Screws or Nuts, write for the "Standard Products" catalogue; if special, ask for the "Special Products" book.

Canadian made
Canadian trade
THE NATIONAL-ACME MFG CO MONTREAL

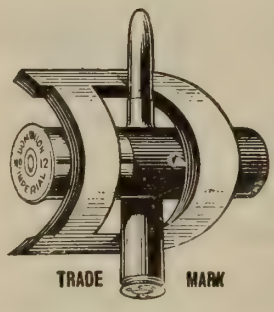
THE NATIONAL-ACME MFG. CO.

Screws, Nuts, Bolts and Special Milled Products
St. Henri at G.T.R.
MONTREAL

DOMINION AMMUNITION

Don't forget the guarantee

A new box for every defective cartridge returned to us direct or through a dealer.



Dominion Cartridge and Shot Gun Shells give a combination of Quality, Profit and of Price that will make your Sporting Goods Department a success.

DOMINION CARTRIDGE CO., Limited

MONTREAL - CANADA



Solid-breech
Hammerless

.22 REPEATER

YOU CAN SELL THIS GUN

to **more people** than any other gun you can show.
Most shooters begin with this simple, accurate, handy rifle—it's the boy's delight, the old hunter's tried and true friend.
It's cleaned from the breech—taken down with fingers only.
Recommend Remington-UMC Lesmok Metallic Cartridges—they beat the world at Olympic Games, hold World's 100-shot record, 2484 ex 2500.
Remington-UMC—the perfect shooting combination.

REMINGTON ARMS-UNION METALLIC CARTRIDGE CO.
299-301 Broadway - - New York City

Western Business Problems Discussed

Associated Boards of Trade of Western Canada Hold Ninth Annual Convention at Moose Jaw—Transportation, Elevator, Freight Congestion, Legislation and Immigration Questions Among Most Important—M. Isbister of Saskatoon the New President—Next Convention Goes to Winnipeg.

Special Staff Correspondence.

Moose Jaw, Sask., Sept. 25.—The convention of the Associated Board of Trade of Western Canada met in Moose Jaw on Wednesday morning, September 18th. After appointing the Credential Committee the meeting was adjourned until 2 o'clock in the afternoon. The following gentlement were appointed on the Credential Committee: R. Patton, Moose Jaw; Mr. Wood, Swift Current; C. H. Webster, secretary of the association; F. M. Sclanders, Saskatoon.

At 2 p.m. it was found that a satisfactory number had come to discuss the resolutions which were prepared for the consideration of the convention and from the first enthusiasm was running strong and it was evident that the Ninth Annual Convention of the Boards of Trade was going to be as interesting, if not more so, than any previous convention.

Sharing in Real Estate Profits.

President William Georgeson, wholesale grocer, of Calgary, Alta., occupied the chair and gave the opportunity to Mayor Maybery to present an address of welcome. Mayor Maybery referred especially to some of the resolutions to be brought before the convention, particularly those pertaining to real estate propositions. He welcomed the delegates in the hope that in the discussion of this vital question some legislation might be adopted to remedy prevalent existing evils. He suggested that the public should reap more benefit which accrued in real estate development. Some say that Lloyd George has the right idea of taxation but Mr. Mayberry thought that some better method might be adopted in this country. In his opinion the cities should be allowed to take one-half over the increase of ten per cent. advancement in real estate and he went on to show how this would tend to equalize the profits among the citizens.

In reply to the address of welcome President Georgeson stated that Mayor Mayberry had referred to a resolution which they had discussed previously and which they found to be one of the hardest nuts to crack. In his opinion individuals should be restricted from putting on subdivision properties outside the city.

Single Tax Idea in Calgary.

Regarding taxation, the single tax idea is growing and in Calgary taxation is reduced to twenty-five per cent of the value. Two years ago in Calgary taxation was the full value. Last year the taxation was reduced to twenty per cent. on buildings and ten per cent. on land values and next year Calgary hopes that taxation on improvements will be wiped out altogether. Mr. Georgeson frankly stated that in his opinion the real estate men were not of much value to the community.

E. D. Martin, of Winnipeg, often wondered if some of those who went through



M. ISBISTER, Saskatoon.
The newly elected president, Mr. Isbister, is a hardware merchant in Saskatoon.

the periods of depression in real estate values would get their money back if single tax were introduced. This remark was more or less put forth as humor but it impressed those present as being significant towards the bringing in of a better taxation era.

Mayor Maybery remarked that he did not come to advocate single taxation but only to suggest that there should be some remedy to the present system of real estate transactions.

President Georgeson then passed on to discuss the report of the Resolution Committee. This committee consisted of the following: President Georgeson, M. Isbister, Saskatoon; Richard Loney, Moose Jaw, and Charles H. Webster, Calgary.

Only One Resolution Cancelled.

The Resolution Committee reported that all of the fifteen resolutions submitted in printed form to the convention had been allowed to stand with the exception of resolution No. 6, namely Provincial Control of Irrigation. This resolution was allowed to drop on account of steps having been taken in this matter of control since the resolution was printed.

The Resolution Committee's report was adopted.

The President's Address.

President Georgeson then gave the annual address from the chair. He said in part:—

"As your retiring president I desire to touch upon some of the more important subjects with which we have had to deal during the past year, and to make a few suggestions regarding what we should do in the future.

"Permit me at the outset to thank the members of this association for the honor they have done me in electing me to its highest office. The presidency of the Associated Boards of Trade is an honor to which every business man in this great West should aspire. It must be borne in mind that it takes years of earnest effort before an organization of this character can reach a high degree of efficiency, and, while we have accomplished much in the past, there is still much more to be done in the future.

What Has Been Accomplished.

"A glance at the summary of what has been done by this association shows that 168 resolutions have been passed. These have been submitted to the governments concerned and in many cases have produced a good effect. It is true that at all times we have not had as prompt attention as we might have had, but, in view of the fact that the work of this organization represents the matured views of the best business minds in Western Canada, it must eventually have a marked effect on the legislation of all the Western Provinces."

The president here referred to the death of the secretary Mr. Hall, and the temporary appointment of Mr. Webster, who had sacrificed a good deal in accepting. He urged that a permanent secretary be appointed.

Reference to Panama Canal.

"Some months ago, the Industrial Bureau of Calgary and the Calgary Board of Trade issued a call for a convention in Calgary, the purpose of which was claimed to be to take advantage of the opportunities to be offered by the opening of the Panama Canal. I opposed this action on the ground:

1st. That it was the natural business of the Associated Boards of Trade, and

2nd. That taking advantages of these opportunities meant nothing unless it involved reduction in freight rates from the coast to interior points, and the proper place to make the fight was before the Railway Commission.

"I submitted my views to the members of this association leaving it to them to take individual action if they so desired. The convention was held, but produced no results.

Interior Storage Elevators.

"Many important resolutions will be dealt with by the Resolution Committee, before being submitted to this convention, and should furnish material for some very interesting discussions. Two of them deal with the handling of grain at the lake ports and at the Pacific coast, and one suggests a remedy for car shortage through the medium of interior storage elevators. Others embrace:—

Government regulation of subdivisions.

The employment of freight rate experts.

Industrial education.

International railway commission.

Establishment of grain inspection districts.

Provincial control of irrigation.

Workmen's compensation act.

Unclean bank notes.

Extension Dominion immigration policy.

Provincial employment bureaus.

Simple chattel mortgage act.

"There are other matters that might well be taken up at later meetings of this organization. It is time we considered some questions as uniformity of commercial law; more promptness in handling legal work in our courts, and some means of more effectively dealing with insolvent estates.

"We must soon too give consideration to what can be done to advance manufacturing interests in the West. There should at least be better rates for raw material. I could go on to no end, discussing what we might do for the bettering of our conditions. This much I can repeat in closing that there is a great work for the association to do, and I do hope our deliberations will be fruitful of good results.

The Secretary's Report.

Secretary-Treasurer Webster was then called upon to submit his report as follows:—

"To the President and Members,

"Gentlemen,—I have the honor to present herewith the Ninth Annual Report of this Association, including the financial statement.

"The statement shows a balance on hand of $86.74. In addition to this there are outstanding debts for publishing the annual report, bulletins No. 4 and 5, and the pamphlets containing resolutions amounting to $249.25, or approximately $250. This does not include any balance due your secretary for traveling ex-



WM. GEORGESON, Calgary, The Retiring President, Who Took a Prominent Part in the Deliberations of the Board.

penses or any remuneration whatever for secretarial services.

"The sudden demise of your late secretary, John T. Hall, referred to in the president's address, made it rather difficult for your secretary to take over the work, as there was no person with whom he could consult regarding the present conditions of finances or follow-up work. However, I am glad to be able to show a complete financial statement, dating from the time of the last convention, which sets forth the moneys received by the late Mr. Hall and the disbursement of same by him. Apparently, he received no salary after the month of February, 1911,

Reason for Delay in Convention.

"At this point I would take advantage of the opportunity of explaining why this convention is being held in the month of September instead of at the regular time during the fore part of June.

"No doubt you are all aware of the fact that the Winnipeg Industrial Bureau had planned rather an extensive trip of Western Canada Business Men to cover a large portion of the British Isles, and visiting many of the industrial centres of England. It was the intention of a number of our members to take advantage of this opportunity, and amoung this number was our president, Mr. Georgeson. This naturally would have caused a shortage in attendance at the convention, and, in order to practically assure the attendance of these gentlemen it was decided by the Executive Committee to postpone the meeting until autumn.

"It is hardly necessary for me, at this time, to deal extensively with the follow-up work in connection with the resolutions that were passed at the Eighth Annual Convention, as these are dealt with extensively in the bulletins No. 4 and 5, copies of which were forwarded to all the Boards of Trade in Western Canada. However, there were a few that failed to receive definite attention, and I would submit the names of these, with the respectful suggestion that they be again dealt with by this convention, for the purpose of considering the advisability of having them again brought before the people for whom they were originally intended: — Freight rates on coal, traffic, facilities on railway bridges, good roads, Hudson Bay Railway, fire insurance commissioner, game preserve on eastern slope of Rockies, Government supervision on new town sites.

Telegraph Tolls.

"Resolution No. 153 having reference to public investigation regarding telegraph tolls. The question has been before the Board of Railway Commissioners for some time and as it was dealt with at their sitting in Winnipeg the association kindly asked the Winnipeg Board of Trade to look after the matter as they were instrumental in bringing the resolution in and have taken considerable action in that connection.

"Resolution No. 155, Bulk Sales Act. This resolution has been passed by the convention a number of times, and the Act is at present in force in British Columbia, Saskatchewan, Manitoba, and Ontario, (Editorial Note.—This Act has not yet been passed in Ontario.), and possibly other provinces. However, we have not, as yet, met with success in securing the enactment of similar legislation by the Alberta Legislature. The last communication received from the Premier of Alberta reads as follows:—

Edmonton, May 27th, 1912.

Chas. H. Webster,
Secretary Associated Boards of Trade,
Calgary.

"Dear Sir,—The Bulk Sales Act is a

matter that requires legislation and will be dealt with at the proper time.

(Signed.) Yours very truly,
ARTHUR L. SIFTON,
Premier of Alberta.

For Fish Protection.

Resolution No. 157, Establishment of fish hatcheries at different points and an enactment of laws for the better protection of fish." In connection with this resolution the secretary read from bulletin No. 4 a letter received from the Hon. J. D. Hazen.

Bulk Sales Act.

"Referring again to the Bulk Sales Act, I am informed that the Calgary Board of Trade, who originally brought in this resolution, have asked to have it re-introduced so that certain points which they have in mind may be brought up for discussion. This matter, I have respectfully referred to the Committee on Resolutions.

In closing, I beg to express my sincere appreciation for the co-operation I have received at all times from the members of the association, the Executive Committee and more particularly our retiring president, Mr. Wm. Georgeson of Calgary, who, in spite of the well-known fact that he is a busy man, has, whenever required, willingly given his services for the furtherance of the work of the association."

The New Officers.

The election of officers followed. It was moved by R. J. Hutchings, Calgary, and seconded by Mr. Porter, Calgary, that M. Isbister, Saskatoon, be elected president for the ensuing year. As there were no further nominations the chief declared Mr. Isbister elected. In taking the chair Mr. Isbister thanked those present for the honor as it was one of the greatest honors that could be bestowed on any business man to be at the head of such an influential body.

As First Vice-President, Richard Loney of Moose Jaw was the sole party nominated and was declared elected.

For Second Vice-President E. D. Martin, Winnipeg, was elected by acclamation.

For Third Vice-President E. A. Dagg of Calgary was elected by acclamation, Mr. Wells, Regina, and ex-Mayor Fleming withdrawing. For Fourth Vice-President A. A. Wilson, Fort William, was re-elected, and the appointment of secretary-treasurer was left to the executive.

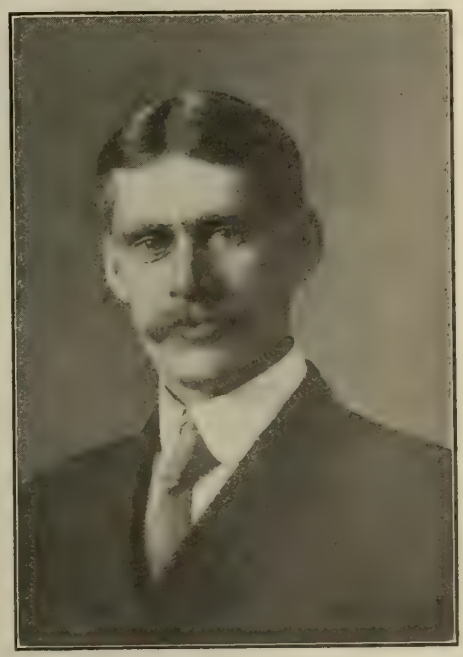
Terminal Elevator Problem.

Resolution No. 1, re "Terminal Elevators at Head of Lake," was then discussed. In consideration of certain existing conditions the resolution urged:

That the Western Associated Boards of Trade, in convention assembled, petition the Dominion Government to promptly enact legislation as will enable the Government to erect such terminal elevators at the head of the lakes, as will provide ample accommodation for storage, cleaning and drying facilities, conducive to the taking care of the grain commerce of Western Canada, allowing of safe and sure transmission to tide water during the season of navigation, and to permit of storage facilities at the head of the Canadian Great Lakes during the winter months."

The Matter Held Over.

In discussing this resolution, Mr. Loney, Moose Jaw, on behalf of the Fort William Board of Trade, made some contentions in its favor but admitted that he had not the latest information. J. T. Sweeting, who was a casual visitor from the C. P. R. Industrial Department stated that he believed the Dominion Government should arrange greater facilities for



RICHARD LONEY, Moose Jaw, Who Was Chosen First Vice-President for the Coming Year.

the construction of terminal elevators at Fort William and that plans were already submitted for a cleaning and drying plant at the head of the lakes also. It was agreed that no resolution should pass without the latest facts at hand and the resolution was, therefore, left over until next year.

Grain Inspection Districts.

In connection with the establishment of Grain Inspection Districts, the resolution suggested that

"The Associated Board of Trade of Western Canada urge the Dominion Government and the Board of Grain Commissioners to create sub-divisions or sub-districts for the inspection of grain at such grain centres as are best situated or located for the purpose."

This resolution did not call for any discussion and it was decided unanimously to leave it over until next year.

Information on Freight Rates.

Resolution No. 4. "Freight Rate Experts" read as follows:

"WHEREAS the public of Western Canada have experienced considerable difficulty from time to time in obtaining correct information as to freight rates from the agents of the different railway companies at various points, and whereas at the present time if any dispute arises the shipper has no adequate redress.

"THEREFORE, be it resolved that the Governments of the different provinces of Western Canada be requested to appoint freight experts for each of the said provinces, whose duty shall be to familiarize themselves with the freight tariffs of the different railway companies which operate in their particular province, and to render what assistance they can towards settling any dispute which may arise between the different shippers and the railway companies."

The sponsors of this were Messrs. Loney and Crichton, Moose Jaw.

Mr. Loney stated that as no results had accrued from former discusions it was thought that it was better to reconsider it and press the matter once more.

Mr. Wells, Regina, sated that the need of freight rate experts had been discussed fully at Regina and that Regina Board had waited upon the premier of the province who agreed to consider it, but as yet nothing had been done. He thought it was a matter that the Boards of Trade of each province should handle, rather than the Boards as a whole. Ex-Mayor Fleming, Brandon, said that the officer should be from the Board of Trade from the city which had the complaint as he thought that would be the only way the various complaints could be remedied.

President Isbister drew the attention of the delegates to the fact that there was no Associated Board of Trade for the provinces, and that the matter, therefore, could not be handled by Provincial Associated Boards of Trade.

Information That Was Needed.

Mr. Georgeson contended that no harm could come from passing the resolution. The proposition was one that no individual body could cope with. We need some more information, he said, and this expert whoever he may be, or however he may be appointed could get the required information and data. The Government expert could secure such information as the rates per tonnage per mile, such as the Board of Trade could not do. It was a difficult question and required a knowledge of existing conditions and he thought it was necessary to have an expert's assistance. The resolution was carried.

Paper on Transportation Problems.

Chairman Isbister then called upon Superintendent Taylor of the C. P. R. Transportation Department to read a paper on transportation. He pointed out that west of the Great Lakes there were 109,000 men employed on the railways representing at least 350,000 people. The chief cause of congestion was the blocking up of terminal facilities. When

they are kept free from congestion traffic flows freely.

"There are certain conditions," he said, "causing congestion which are practically beyond the power of the railway to prevent, but the most prolific cause of congestion is the delay in the unloading of cars after reaching destination. It may appear to the public that the railway companies have been laying undue stress on this feature, but experience has proven that it is absolutely warranted. For instance, he cited, at one of the cities of the west there are at the present time 64 cars on hand which have been waiting unloading 815 days, or an average per car of 12 days.

A Selfish Viewpoint.

"In a great many cases where consignees have not given the matter close consideration, they are apparently under the impression that when they pay a $1 per day demurrage that their responsibility for any car shortage or congestion of terminals ends. This is, of course, a rather selfish view to take of the matter.

"To show that the railway companies have endeavored to keep abreast of the development of the country," continued Mr. Taylor, "it might interest you to know the progress our own company, the Canadian Pacific, has made during the past few years, in providing additional facilities and equipment, taking Sept. 1907 and 1912 for purposes of comparison. As to freight cars, there were west of the lakes on the latter date 41,000 cars, as against 22,410 in 1907, or an increase of 83 per cent. With respect to locomotives we had this year 945 road engines and 132 switch engines as against 623 and 59 in 1907."

Places Some Blame on Railways.

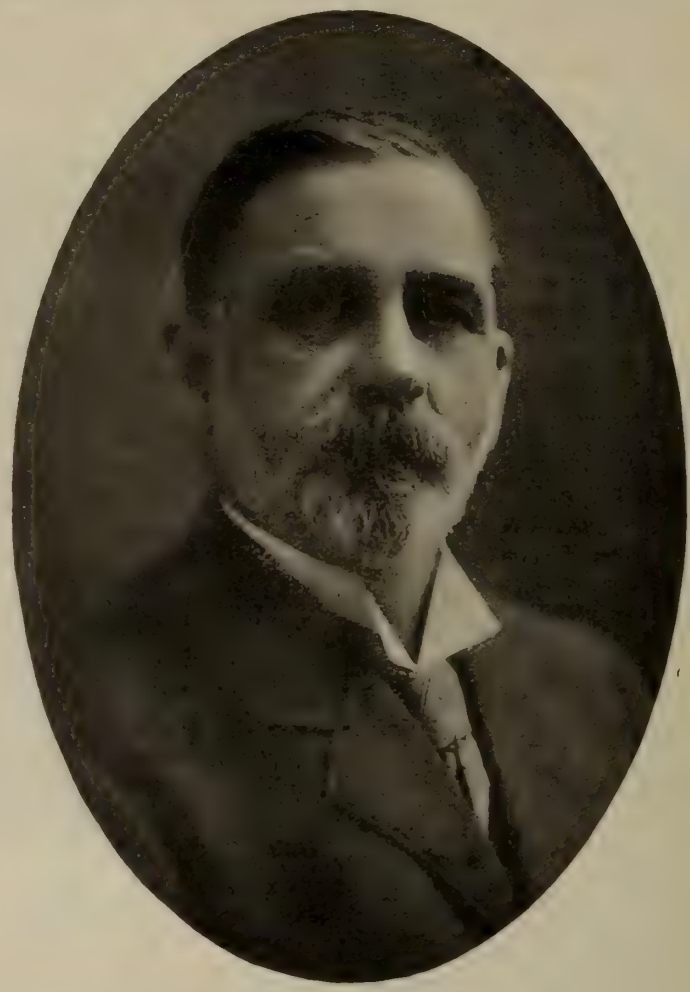
F. M. Sclanders raised a dissenting voice regarding Mr. Taylor's paper. He contended that in Saskatoon the Board of Trade had examined into the Transportation Problem and had found that the railway companies had seriously handicapped business by not delivering goods and according to Mr. Taylor the responsibility was placed almost entirely upon wholesalers and merchants in not unloading cars. He believed that the responsibility rested as much with the railway companies as with the consignees.

Mr. Georgeson stated that there was congestion in the warehouses and it is possible that merchants were unable to empty the cars as quickly as they would like and consequently they allowed demurrage charges to accrue, if their warehouses were filled. In so far as the public was responsible and not the railways he contended that the public should seek to apply the remedy in so far as it could.

E. D. Martin, Winnipeg, stated there was a great need of warehouse facilities and either the cities or the railway companies should provide necessary warehouse facilities in order that the cars might be free for other purposes.

West Developing Rapidly.

It was brought out that the the difficulty lay in the rapid development of the West, and as soon as the railway companies and consignees alike did their best to keep the rolling stock moving, the situation would be greatly relieved.



E. D. MARTIN, Winnipeg,
Elected Second Vice-President at the Convention.

The matter of the city providing its own warehouse facilities had been discussed at previous conventions, but nothing had resulted from it, owing, no doubt to lack of proper following-up system. There was no doubt in the minds of the delegates that such a remedy would greatly eliminate the grievance.

Industrial Education.

Resolution No. 5, "Industrial Education," submitted by E. J. Chewwin, Moose Jaw, seconded by Mr. Crichton, Moose Jaw, read as follows:—

"BE IT RESOLVED that this Convention of Associated Boards of Trade realizing the importance of a very decided advancement in the educational methods of this Western country and to that end is desirous of petitioning the several Governments of the western provinces in the direction of the promotion of industrial and technical education for the following reasons:

"First—To provide men and women capable of meeting modern demands of manufacture, and thus to enable Western Canada to take its place in providing for our home requirements and also to meet the necessities of the outside world, thus to conserve the many by-products of the Western country already largely going to waste.

"Second—To provide training under modern conditions for specialized manufactures which will be equivalent to the training which used to be given by systems of apprenticeship.

"Third—To give boys and girls a broad familiarity with the industrial processes which will open to them a wide range of useful employments.

"Fourth—To adapt public education to the real needs of the youth of Western Canada, nine-tenths of whom take up, directly or indirectly, industrial careers.

"Fifth—To collect and study facts of industrial education to provide for the discussion of methods, to publish information, and to spread the resolutions of successful experience in the field.

"Sixth—To aid local authorities and organizations in their endeavors to introduce organization effecting education for the privinces or communities, and working through committees or in other ways to furnish plans and other suggestions for such work.

"Seventh—To aid in bringing about Provincial legislation in those provinces that have not yet made adequate provision for industrial education."

The object of this resolution as outlined by Mr. Chegwin was that primary principles should be dealt with in our educational system.

Joint Railway Commission.

Resolution No. 7, was on "International Joint Railway Commission." This resolution came from the Regina Board of Trade and reads as follows:

"WHEREAS business conditions exist throughout Western Canada making it an absolute necessity to import and export merchandise of various kinds direct from and to the United States points, and,

"WHEREAS neither the Canadian Railway Commission of Canada have authority governing rates in the United States, nor the Inter-state Commerce Commission authority governing rates in the Dominion of Canada; and,

"WHEREAS matters of through rates are at present adjusted almost exclusively by the transportation companies connecting with each other at the international boundary and the rates thus adjusted having to be approved by the Inter-state Commerce Commission and the Canadian Railway Commission often entailing tedious delays to the detriment of business interests: and,

"WHEREAS by reason of the fact that the transportation companies are frequently unable to arrive at an adjustment of through rates and thereby imposing upon shippers the necessity of paying two local rates made up from the original point of shipment to the international boundary and from the international boundary to destination, thus not applying the principle of the long through haul;

"THEREFORE BE IT RESOLVED that this Board memorialize the Dominion Government to continue negotiations with the Government of the United States with the object of creating a joint commission vested with the necessary powers to regulate and control railway freights in international traffic."

"It was moved and seconded by Mr. Wells and Mr. McDonald and carried.

Outside Subdivisions Condemned.

Resolution No. 3 was changed somewhat to read as follows:

"THEREFORE BE IT RESOLVED that this Association place on record its sharpest condemnation of all attempts to mislead the people of Eastern Canada and the Old Country by parties having worthless sub-divisions to exploit, and warn prospective purchasers to investigate fully all such propositions before investing, and would also memoralize the different Provincial Governments to give consideration to this problem with a view to taking steps as may be within their power to remedy the evil."

This resolution was moved by W. E. Knowles, Moose Jaw; it found hearty support and was unanimously carried.

Facilities For Grain Handling.

Resolution No. 8. "Development of Western Routes, reads as follows:

"WHEREAS the grain crop of the Western Provinces is increasing at such a rapid rate that the facilities for eastern shipment are totally inadequate to properly and expeditiously forward it to the ultimate markets; and,

"WHEREAS the development of western routes would relieve the congestion by providing an outlet which is open at all seasons of the year,

"THEREFORE BE IT RESOLVED that the Associated Boards of Trade of Western Canada urge upon the Dominion Government and the Governments of the Provinces west of the Great Lakes, the urgent necessity of developing these routes at the earliest possible moment, and of providing proper facilities for the handling of grain at western terminal points."

Mr. Hunter, Regina, who introduced this resolution stated it was a well known fact that there was congestion in transportation and he did not believe the Hudson Bay Railway or the Grand Trunk Pacific would relieve the situation. He believed early action in the matter was necessary since it took a long time to get the necessary facilities.

In seconding the resolution Mr. Wells stated briefly, "We cannot get too many routes in moving our grain as the facilities and grain proposition is very urgent." The resolution carried.

Pacific Coast Facilities.

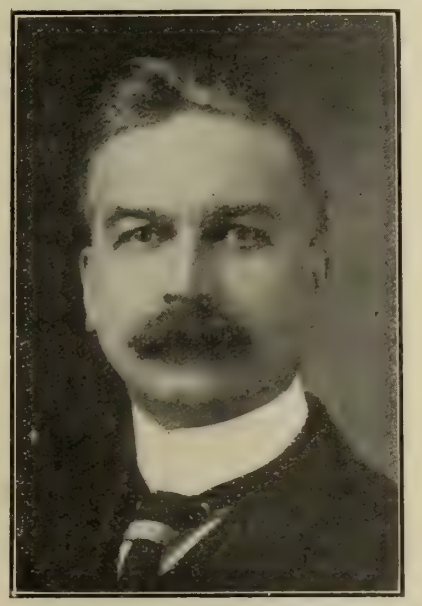
Resolution No. 9. "Government Elevators and Terminal Facilities at Pacific Coast," read as follows:

"WHEREAS, with the completion of new railroads with easier grades, to the Pacific Coast, and the opening of the Panama Canal, an enormous traffic will flow to and from the prairies via the Pacific ports; and,

"WHEREAS, with the enormous volume of business a saving in the cost of transportation will mean a great gain to producers and consumers of the Western Provinces; and,

"WHEREAS, such costs of transportation touch directly the interests of every citizen of British Columbia, Alberta, Saskatchewan and Manitoba,

"BE IT RESOLVED, that this Associated Board of Trade considers the providing of terminal facilities on the Pacific Coast a question of national importance, and that the Dominion Government be urged to proceed at



E. A. DAGG, Calgary, Elected Third Vice-President of the Board.

once to provide elevators, wharves, and all terminals, to be owned and operated for the benefit of the people, by the Dominion Government."

Mr. Davidson, Red Deer, submitted this resolution and it was along the same line as suggested in resolution No. 8, Development of Western Routes.

According to the announcement by the railroad, the grades on the Grand Trunk Pacific and the Canadian Northern were good for transportation and there will, no doubt, be heavy transportation to the coast via Yellow Head Pass.

R. J. Hutchings, Calgary, seconded the resolution which carried unanimously.

Resolution No. 10, referring to the "Workmen's Compensation Act," was withdrawn owing to the absence of its author.

Unclean Bank Notes.

Resolution No. 11, relating to "Unclean Bank Notes,' was moved by F. M. Sclanders, Saskatoon, and seconded by Mr. Porter, of Calgary. He pointed out that apart from the unpleasantness in handling dirty bank notes, the health of the people was liable to be impaired. The Dominion Government will be urged to investigate this matter at once.

In the United States they sterilize bank notes by a secret process, and Mr. Sclanders had been in communication with the inventor of the process and he found that the cleaning system could be supplied to all banks at very low cost. The resolution was carried without further discussion.

Resolution No. 12, on the "Extension of Dominion Immigration Policy," was as follows:

"WHEREAS under the present immigration policy of the Dominion Government, the efforts of its Department and the benefit of immigration halls and other facilities extend only to homesteaders, and not to tradesmen, laborers and others now so indispensable to the general development of Western centres; and

"WHEREAS the policy aforesaid was doubtless advisable in former years when—prior to the advent of important and rapidly growing cities in the West—the settlement of the land was properly the first consideration; and

"WHEREAS homesteading lands throughout the Prairie Provinces are now in a great measure absorbed, so that the number of actual homesteaders to be handled to-day is trifling in comparison with that of tradesmen and other laborers coming in, and who, as is generally recognized, are so urgently required for the development of our towns and cities; and,

"WHEREAS, in view of the altered conditions of these times, it would seem that the existing immigration policy of the Dominion Government, had largely outlived its day and generation, and ought now to be revised and reconstructed,

"THEREFORE BE IT RESOLVED that this Convention of the Associated Boards of Trade of Western Canada, do request the Dominion Government to amend its present immigration policy so that in future it shall extend to homesteaders, agricultural labor, and also to such other classes of labors as are now or may hereafter be in general demand throughout Western towns and cities; and further, that arrangements be immediately made whereby ample, suitable accommodation for a reasonable period shall be provided for such new comers, and placed under the supervision of an adequate qualified staff of Dominion Government immigration officials."

This resolution was comprehensive and aimed at the taking care of a wider class of immigrants than simply laborers and that all classes might make use of the Immigration Staff for its information and accommodation.

The mover pointed out that in every town placards were posted up calling for laborers and in many places farmers were not able to get help. He thought that the immigration system should come to the relief of farmers in this particular and thus widen the scope of immigration system.

The Imperial Home Reunion which was established in a few cities was the thin edge of the wedge for the Government to advance further its work in regard to new comers. The resolution was carried.

Interior Storage Elevators Wanted.

Resolution No. 13, on "Interior Storage Elevators," read as follows:

"WHEREAS under existing conditions there is every year a great congestion in the han-

dling and shipping of grain from the Western Provinces to the head of the lakes, and continued and aggravated shortage of cars and motive power; and

"WHEREAS the handling of grain from the Western Provinces to the head of the Great Lakes involves long hauls of both grain cars and motive power, thereby producing a minimum of service,

"RESOLVED that it be urged upon both the Provincial and Dominion Governments that they establish interior storage elevators at convenient points at short distances apart, so that grain can be taken from the field to such interior elevators, thereby increasing the service of the existing equipment."

In moving the resolution Mr. Georgeson, of Calgary, admitted that the reme-



A. E. WILSON, Fort William, Elected Fourth Vice-President.

dy of interior storage elevators might not be the exact one as he was only aware that there was an evil and he believed everybody was trying to find the solution and overcome it. He believed that the railway companies were criticised too severely, and if the public could do anything to overcome the congestion or car shortage and agitate for lower freight rates they were obliged to do so. It was a great commercial loss he maintained when the farmer had no barns. The farmers were a generation behind the times as it takes a generation to educate them up to providing themselves with proper storage facilities. If the farmers had barns of their own there would not be such a great loss in the West of grain, but it might not be a solution to the present problem if the farmers had to sell their grain and place it somewhere in order to get their money.

"If elevators were placed throughout this country two hundred miles apart so the farmer could place his grain and get his certificate for it, and therefore get his money, it would be a great help to the country," he said.

"The only party who objected to the interior elevator system seemed to be the grain merchants, but these same grain merchants did not make any effort to relieve the situation and give the farmer his money, and thereby better conditions all around." The resolution was seconded by Mr. Porter, Calgary.

Little Relief in Sight.

In speaking to the resolution, Mr. Mellis, Humboldt, Saskatchewan, stated that the town of Humboldt was very much interested in the question of interior elevators and raised the question as the crux of the situation. He pointed out that the railways were much in need of labor and extension of construction and in that case he was of opinion that the railways could not give relief to the farmer for some time and to establish interior elevators would strike at the root of the congestion problem. If elevators were established the grain inspection by the expert from the Province could be easily carried out and it was the only remedy apparent which would give immediate relief and that was what the West wanted.

R. J. Hutchings, Calgary, pointed out that the additional expense in handling the grain would cut down the price to the farmer 3c, and he believed that, therefore, the farmers themselves would have objection to the interior elevators, and if interior elevators were established the farmers possibly would not use the elevators but would ship direct.

Might Delay Shipping Progress.

Mr. Hunter, of Regina, who previously brought in a resolution regarding terminal facilities at the Pacific Coast, stated that interior elevators would only delay the progress of shipping the grain out of the country and it would take a lot of money to finance the proposition, both in the construction of the elevators and also to advance the money to the farmers. He was of opinion that the trouble lay more in the terminal facilities than in car shortage. At one time last fall there were seven miles of cars of grain lying on the tracks between Winnipeg and Fort William and the Fort William elevators were blocked and to open facilities to the West would greatly relieve this situation.

There was trouble also in the Manitoba Grain Act, where Manitoba farmers were allowed to hold up the rolling stock.

Optional With the Farmer.

At this juncture the chairman called upon A. F. Mantle, Deputy Minister of Agriculture, of Saskatchewan, to discuss the question of interior elevators to the convention. Mr. Mantle stated in part: "Having interior elevators built, it would be a question of having them used and that rested with the farmer himself. He would ship to the interior elevator or to the terminal elevator, according to the price which he received for his grain, and if he got 3c less at the interior elevator he would not be inclined to use it. The elevators at the coast and the other terminal points could be built as speedily as interior elevators every two hundred miles throughout the Western Plains. We should get a low rate such as we got last year to ship via Duluth. There were fifteen million bushels of wheat shipped via Duluth last year and through the reduced rates the country saved two million dollars.

"One way in which the matter could be overcome to some extent would be the securing of cheap flour industrial sites so that flour could be milled in different parts of the country and bran and shorts of the grain retained for stock raising. Such phases as these were bound to come but the country was not yet ready for them and the time would come when more flour would be sent out than wheat he believed."

Hugh McKeller, of Moose Jaw, who had made a long study of the question was in favor of interior elevators and gave a graphic description of conditions, stating that many farmers throughout the West last year would have been glad to have put in their grain at 3c less in order to get something for it rather than haul it home again without any money. The interior elevator system he said would bring mills to the country. At



CHARLES H. WEBSTER, Calgary, Secretary of the Associated Boards of Trade.

the present time the grain was marketed, insured and taken care of at Fort William, Owen Sound and Saint John, and there was no reason why the same thing could not be done at the various interior elevators throughout the country. The farmers would get a graded certificate and all he would need to do would be to present that at the bank and they would advance him money. At the present time the banks will not advance

any money unless the farmer has a certificate of grade of the wheat and he often has to wait weeks and months until his grain is delivered and word comes back.

F. M. Sclanders stated that the farmers should have granaries.

Mr. Chegwin said that throughout the discussion there was evidence that there were arguments on both sides. The country needed terminal elevators, interior elevators and granaries on the farms. The great trouble was to let the farmer sell his grain and get his money and to provide facilities for growing production.

This statement of Mr. Chegwin's practically closed the debate, and Mr. Richard Loney, Moose Jaw, the last speaker, stated that he believed one quarter of a cent was sufficient to handle the grain and that the farmers did not necessarily have to take 3c less in the interior elevators.

The resolution was then put to a vote and carried.

Resolution No. 14, on "Simple Chattel Mortgage Act," read as follows:

"WHEREAS under existing conditions, the legal and necessary charges connected with the taking of chattel mortgages is burdensome to the community and has the effect of practically creating a preference to larger claims; and,

"WHEREAS there is in existence in several of the States of the American Union, a simple Chattel Mortgage Act; and,

"WHEREAS in such States, a chattel mortgage may be made out on a simple printed form, and covers what it purports to cover, and can be registered at a charge of twenty-five cents (25c.)

"RESOLVED, that the Governments of the Western Provinces be urged to place upon the statute books a Simple Chattel Mortgage Act, on the lines of those now in force in the States of North Dakota, Minnesota, Iowa and other States of the American Union.

This resolution was moved by R. J. Hutchings, Calgary, who wished to see an Act passed along the lines of an Act now in force in the States of North Dakota, Minnesota, and other States in the American Union. The expense at the present time was too great in getting restitution for bad debts and under the present system the man who paid his debts had to expend for the man who did not pay. It was valuable to merchants who were giving credit and gave them an opportunity to meet their debts with the bank and with other creditors.

In seconding the resolution, Mr. Georgeson stated that the idea was to have a remedy which was least burdensome upon the community. There had been a long standing need for such an Act and it was found that this Act had worked well in the United States and it was therefore not a theory, but an established fact that it worked well. In the past it was a heavy task placed upon a merchant to collect from the farmer.

If the farmer wished to get credit the merchant could by the "simple chattel mortgage act" take a mortgage on the man's horses or any of his personal effects.

The storekeeper saved himself forty per cent. of the cost of bookkeeping by having a recourse to the simple chattel mortgage act. Such a system would facilitate business generally. The banks would not advance any money on notes, but they would on a mortgage and the merchant needed his money and the wholesaler needed his money, and therefore business generally would be benefited.

E. D. Martin, Winnipeg, favored the resolution, and it was unanimously carried.

THURSDAY AFTERNOON.

Resolution No. 15 reads as follows:

"That in view of the practical benefit to all classes of the community, that labor bureaus have proved in Great Britain, New Zealand, Germany and other continental countries, and the urgent necessity of similar organizations in Canada, be it resolved that the Federal Government be asked to take immediate steps to establish a labor bureau system for the Dominion."



C. N. BELL, Winnipeg, Secretary of the Winnipeg Board of Trade.

Mr. Georgeson pointed out that it would tend to balance labor conditions so that every single community would not be bothered by schemes of charity and the labor bureau could distribute skilled and unskilled labor more equally than they were distributed at the present time.

Richard Loney also pointed out that it would prevent individuals going to the Old Country and bringing over domestics and other help on condition that they would buy small pieces of property. The labor bureau should control all help and see that they were treated justly.

The resolution was carried.

Resolution No. 16 was a new resolution brought in by Mr. Hunter, of Regina, and aimed at opening another avenue of transportation for the shipment of grain through the United States.

"Whereas the terminal facilities at the Canadian lake front were inadequate to handle the grain crop of the West last year, and whereas it was necessary for the Provincial Governments to make arrangements to ship grain via the lake terminals of the United States, and whereas the production of grain this year is largely in excess of last year, therefore be it resolved that these Western Associated Boards of Trade memorialize the Provincial Governments to secure a renewal of the arrangement of last year, thus insuring another avenue for our grains to reach the market of the world."

Without further discussion this resolution was unanimously carried.

Chairman Isbister then opened the convention for discussion of any new business and the next place of meeting was discussed.

The Secretary read the letter from Mayor Waugh, of Winnipeg, inviting the convention next year, and Mr. Martin who was present from Winnipeg, also extended the invitation.

To Winnipeg in 1913.

Last year some suggestion was made that in 1913 the convention meet in Fort William and had Fort William had a delegation at the convention this year no doubt it would have received the convention in 1913, but there was no delegation and the claim from Winnipeg was so strong that the convention decided to meet in Winnipeg in 1913.

It was moved by Mr. McDonald, Regina, and seconded by Mr. Georgeson, Calgary, that the executive should consider the matter of appointing a permanent secretary to the association.

The motion was carried.

The Men Present.

The following delegates attended the convention:—J. F. Porter, Calgary; R. J. Hutchings, Calgary; F. L. Body, North Battleford; H. Emery, Sutherland; C. Barraclough, Sutherland; E. J. Chegwin, Moose Jaw; Richard Loney, Moose Jaw; M. Isbister, Saskatoon; B. C. Crichton, Moose Jaw; Peter McAra, Regina; R. W. Morrison, Winnipeg; H. G. Mathison, Humbolt; G. A. Scrieber, Humbolt; J. Adams, Humbolt; F. W. Mellis, Humbolt; F. W. Sclanders, Saskatoon; W. E. Knowles, Moose Jaw; J. W. Fleming, Brandon; E. D. Martin, Winnipeg; A. P. Wells, Regina; T. McDonald, Regina; W. Georgeson, Calgary; C. H. Webster, Calgary; R. Volton, Moose Jaw; P. G. Wood, Swift Current; J. R. Davidson, Red Deer; A. T. Hunter, Regina; G. J. Johnston, Regina; L. C. Harkness, Winnipeg; G. A. Carpenter, Winnipeg; J. T. Sweeting, C.P.R. Calgary; C. J. Rollefson, Outlook; Hugh McKellar, Moose Jaw.

A banquet was held on Wednesday evening at which Wm. Georgeson, Calgary, and F. M. Sclanders, of Saskatoon, were the chief speakers. The convention was a most successful one and is bound to have its influence on the future history of the Prairie Provinces.

HARDWARE AND METAL

(ESTABLISHED 1888.)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES

Montreal - 701-702 Eastern Tp. Bk. Building. Phone Main 1255.
Toronto - - 143-149 University Avenue. Phone Main 7324.
Winnipeg - - 34 Royal Bank Building. Phone Garry 2313.
Vancouver, B.C. - - - H. Hodgson, 18 Hartney Chambers
London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
New York R. B. Huestis, 115 Broadway, N.Y. Phone 2009 Rector
Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234.
France John F. Jones & Co., 31bis Faubourg Montmartre, Paris.

SUBSCRIPTION

Canada, $2; United States, $2.50; Great Britain and Colonies, 8s 6d; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

VITAL WESTERN PROBLEMS.

The annual convention of the Associated Boards of Trade of Western Canada, a full report of which appears in this issue, was particularly successful from one standpoint. The questions discussed were all of live, practical interest, bearing with significant force on the future of Western Canada. Several resolutions were discussed at length. When vital questions are handled by so representative a body as the Associated Boards of Trade, it is reasonable to assume that results will follow.

Probably the greatest question is that of transportation which includes facilities at terminal elevators, car congestion and delays in unloading cars. All these came up before a group of the West's business men and were thoroughly gone into. One resolution that carried, but not without opposition, advocated the erection of interior grain elevators where farmers could dispose of their grain as soon as threshed, and thus dispose of the troublesome problem of car congestion which so seriously retarded business a year ago.

As we have pointed out before, this appears to be about the only solution of the difficulty, and so far as present prospects are concerned, the question of railway congestion is by no means settled.

Merchants will be particularly interested in the resolution and discussion bearing on a more simple chattel mortgage act.

Other important matters that come under the notice of these Western men included immigration, questionable real estate deals, Bulk Sales Acts, unclean bank notes, single tax, etc., all of which should be studied by every member of the trade.

THE BUYING SEASON .

More merchants, it is safe to say, lose by poor buying methods than by poor salesmanship. It is a difficult thing to determine when to buy and how much to buy. A man does not want to stock too largely, neither does he wish his supply to run low in face of rising prices. He must figure the demand for an article, and the price which is likely to be asked for it, by the manufacturers in a month's time.

Just now have come a series of advances. Metals have been leaping upward. There has been an advance in many metal products, Canada plates and harvest tools being the last to be placed upon a new price level. However, there is talk of advances in other lines, and unless there comes an unexpected change, such changes are sure.

This, then, would seem a time to buy. It is not a time when buying should be done without thought; but dealers should consider carefully what supply of these articles, which are likely to advance, they will need in the next few months. These requirements, it would appear, they should cover.

VACUUM CLEANING AND HEALTH.

Many reasons in favor of vacuum cleaning have been adduced from time to time, but it remained for Dr. W. Ramsay Smith, head of the department of Public Health of South Australia, to find one of the most telling reasons why it is well to remove dirt and dust by vacuum suction. In the course of an eight-page leaflet on "Consumption," Dr. Smith deals with the problem of home cleansing and makes the point that "vacuum cleaning is the ideal."

It is convincingly demonstrated that a home to be healthful must be kept free of dirt and germs. The vacuum cleaner, which draws germs from unseen crevices and frees a room from all dust, is the most potent instrument yet found for keeping the home perpetually disinfected. The tuberculosis germ will linger long in a house where a case has been; but it will not resist the powerful action of the vacuum cleaner.

This is an exceptionally strong point for dealers to use in pressing the sale of vacuum cleaners. People who will not invest in a cleaner for any other reason will willingly pay when it is demonstrated that they are buying immunity from dangerous contagion.

HUGE OUTPUT, HUGE DEMAND.

One hundred tons of metal represents not only a large amount of money, but also a tremendous production of whatever finished product the metal goes to make; yet several concerns are now using one hundred tons a day in that part of their plant alone which is devoted to the manufacture of radiators. Tremendous is perhaps the proper word to describe these operations, yet how much larger is the demand, for even with this huge output the makers find themselves unable to give prompt shipment. The orders are pouring in, and it is simply impossible to give immediate deliveries.

The state of affairs is serious. Not that there is likely to be anything approaching a famine in radiators, but the demand is so large at this season that many will undoubtedly have to wait for deliveries. Thus they will be called upon to suffer the loss which delay entails. They will be suffering the hardship which their own slowness has rendered necessary, but this will not make the hardship easier to bear.

CANADA'S FLAX CROP.

Now is approaching the day of reckoning. The seed has been sown. The crop is now ready to be threshed. The future of linseed oil hangs in the balance.

Present indications are that Canada's 1,500,000 acres of flax—a conservative estimate—will yield 10 bushels to the acre. This will mean a stock of fifteen thousand bushels—or would, were losses from frost out of the question. But unfortunately such a contingency cannot readily be passed by. There is a likelihood that some damage will be done. Perhaps this damage, and a small production from some districts will reduce the crop to 10,000,000 bushels.

Of course this will leave about 7,000,000 bushels for exportation. But that amount will be but little in comparison with the world-wide shortage. The United States crop, the Plata crop, the Indian crop, will all need to be exceedingly good to cause a great reduction in the price of oil. Of late the demand has grown much more rapidly than has the flax supply.

POINTED EDITORIALS.

There are still some pessimists in Canada, but they are keeping mighty still.

* * *

Time to start featuring grate fixtures. The evenings are getting long and chilly.

* * *

Here is a suggestion for a vacuum cleaner ad. heading: "Don't fight the white plague—prevent it."

* * *

You can't stand still nowadays. If you try it, the crowd passing will soon jostle you out of your place.

* * *

In the annual race between the Western harvester and Jack Frost, the latter seems to be lagging in the rear.

* * *

It is said the Cable Code does not give a higher price for lead than £23. These are days when Codes are often revised.

* * *

Proper illumination of windows is a problem which all hardwaremen should study. Each window presents problems all its own.

* * *

A German illustrated weekly will shortly publish a Canadian edition. The world is wakening up very fast to Canada's growing importance.

* * *

Business in the States does not seem to have suffered much as the result of the election uncertainty. As for Canada, the probability of the election of the academic. Woodrow Wilson or the trust-eating Theodore Roosevelt, has not created a single ripple on the placid surface of trade activity.

* * *

Hardware and Metal received a request this week for the publication of an advance notice of a burlesque show appearing in Toronto. The manager of the show has made a curious error of judgment if he thinks any of the staid hardwaremen of this country could be interested in a burlesque performance.

The Cost of Hardware

THE point has been raised in Hardware and Metal that, although prices of almost everything else have gone up of late years, hardware has not advanced. This contention was established in the series of articles which terminated in our fall special number.

It is interesting to note that the same condition has been brought to light in New Zealand. A Royal Commission has been at work there gathering evidence as to prices and the reasons for the rapid advance. In reporting the result of the hearings, a contemporary says:

> "The witnesses examined were quite sure for most part that costs had gone up all round. In so far as groceries are concerned, retailers cast much of the blame upon alleged "rings" in the wholesale trade. Fair competition, they said, no longer obtained in many lines. Fuel, timber, and footwear had all advanced in price, according to representatives of these respective trades. Such advances were to be expected; production cost more to-day, and so distribution. Rents were considerably higher, the smaller class of house bringing 30 per cent. more than 15 years ago. The only exception to this story of increase was hardware, which, according to Mr. E. T. Reece, is lower in price as far as everyday lines are concerned. This he attributed mainly to improvement in manufacture.

As Hardware and Metal has pointed out, many lines are selling to-day at a lower price than was asked twenty years ago, despite very appreciable advances in the cost of raw material. Improvement in machinery and methods of manufacture has made the lower prices possible. Many articles are dearer to-day, but almost without exception, the quality has advanced fully in keeping with the price.

It must be acknowledged, however, that the upward trend so noticeable in every other line is having its effect on hardware. The chief cause is the remarkable advance in the cost of metals. Manufacturers are facing a much larger expenditure for raw material, and it follows that the price of the finished product must carry this. Other causes are conspiring to force up the price of hardware to the consumer. The hardwareman has to pay more rent; his clerks are getting higher salaries; he finds that, in order to keep up with the times, he must instal more up-to-date fixtures; his delivery charges are higher. The price he asks for his goods must recoup him for the ever-increasing burden of expenditure under which he is laboring. In other words, a larger percentage for overhead expenses must be allowed.

Under all the circumstances, hardware is selling at remarkably low prices to-day. Prices are advancing—as perusal of our market reports will demonstrate—but not at all in accordance with prices charged for other commodities.

Lighting Up the Store Windows

It is Important That Displays Should be Well Illuminated in the Evenings—The Use of Scoop Reflectors Makes it Possible to Brilliantly and Economically Light up the Interior of the Window.

The proper lighting of the store window is a problem which presents many interesting phases. It is extremely important in the first place that the window should be well lighted at night. The evening hours do not find business streets deserted by any means. People pass and repass the store and, if the windows are brightly illuminated, they give attention to the displays. If the windows are dark, people hurry past. The usefulness of the display, which is not lighted up at night, is thus limited to hours of daylight.

The fact remains, however, that illuminations are not often wisely or economically arranged. It is not hard to find window displays so lighted that portions are in complete shadow. On the other hand, one often sees cases where the light from the window not only illuminates the display space, but a part of the interior of the store and of the sidewalk as well. In the first instance, the window does not show to advantage. In the second, there is an extravagant use of light.

Successful show window lighting depends greatly upon the conditions existing in the windows, such as backgrounds, ceiling, floor and the proper placing of the light sources, as well as the proper type of reflector and lamp.

Years ago it was found that the ordinary method of show window lighting was not efficient and that each individual type of show window required special treatment. In the past ten years there have been designed a number of special reflectors for use in show window lighting. These reflectors have been made for use with various types and sizes of lamps and for the lighting of windows of different dimensions.

No attempt is made to light high, shallow windows with the same type of reflector which is used for low, deep windows, but average windows of the various types have been taken and special reflectors designed which would project the light rays in such a manner or at the proper angle so as to cover the background and floor of the window with a perfect and even distribution of light. The size and shape of the window determines the type of reflector which is used. The number of reflectors used depends on the intensity of the illumination desired. This is the most difficult part in engineering the lighting of show windows. So many things have to be considered in determining the degree of illumination necessary to make the window lighting a success.

Street lighting, neighboring windows, goods to be displayed, location of the store as to whether same is on a main street or a side street and the conditions existing in the window itself must be considered. We must take the background, ceiling, floor and the fixtures used for making displays into consideration. Light treatment of background, ceiling and floor mean a great aid to the lighting of the show window.

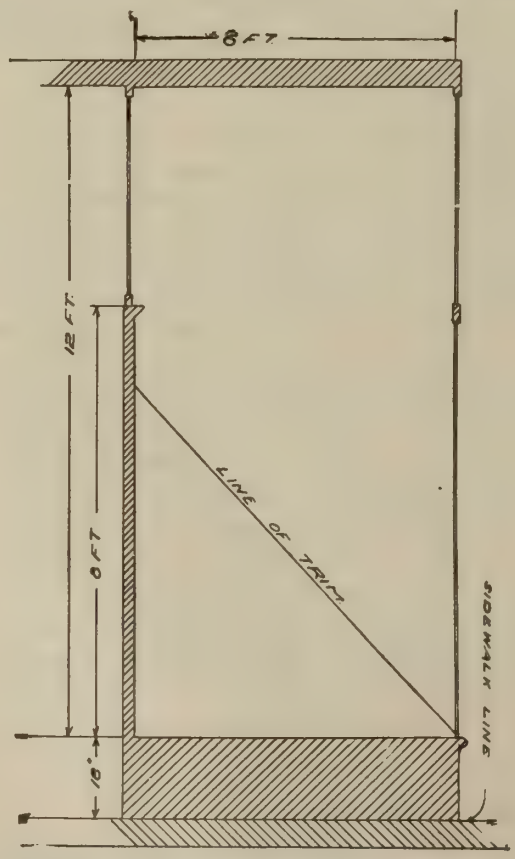


Fig. 2—Showing line of trim within which the light must be evenly distributed.

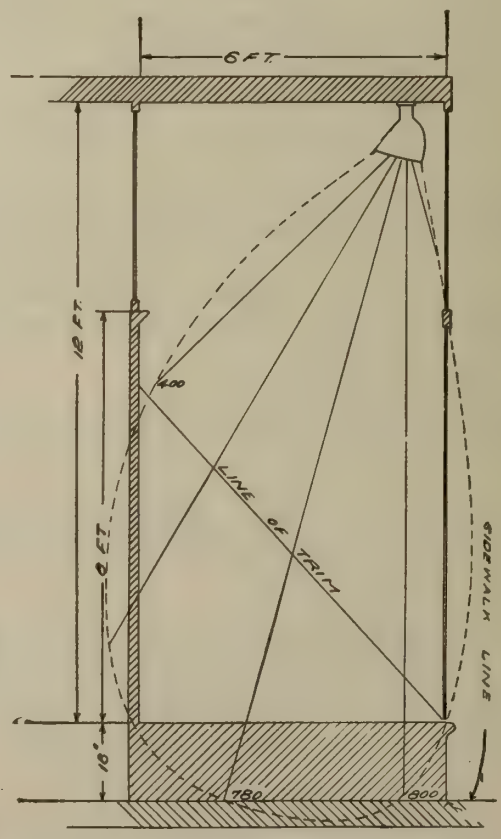


Fig. 3 — Showing Distribution of Light in Window, Shown in Fig. 2.

Relative Value of Colors.

Scientists have made exhaustive tests as to the relative values of various colors in reflecting light rays. Some time ago an article appeared in the American Architect showing the results of tests made in Germany and printed in a German scientific journal, which were as follows:—

Dark blue reflects 6½ per cent. of the light falling upon it; dark green about 10 per cent.; pale red a little more than 16 per cent.; dark yellow 20 per cent.; pale blue 30 per cent.; pale yellow 40 per cent.; pale green 46½ per cent.; pale orange nearly 55 per cent.; and white 70 per cent.

You will note the large amount of light which is reflected from white, 70 per cent. Compare this with the blue, 6½ per cent., green 10 per cent., and red about 16 per cent. The foregoing table shows pale yellow as reflecting 40 per cent. While this is not nearly as great as the percentage of light reflected from white, still it is much greater than such colors as blue, red or green. This argues well for a background made of light oak, maple, or any of the lighter finished woods.

Methods of Lighting.

A common method of lighting up the windows has been to use "border" lights; that is bulbs placed along the top, bottom or sides of the glass. This is not satisfactory, however. The light is placed between the eye and the goods on display with the result that the display is not illuminated to advantage.

Outside lighting has also been attempted, but the results are not good. Gas arcs placed outside the store will undoubtedly light up the windows, but the goods displayed within will not be seen with any degree of distinctness.

It has been effectually demonstrated that the lights and reflectors should be placed as close to the plate glass as possible and so arranged that the rays will slant toward the goods. In other words, the rays should strike the goods from the same direction in which people will look. By this means, it is possible to get a "spot light" effect, practically eliminating all shadows.

Figure 1 shows the cross-section of a window 8 feet high and 16 feet deep. The light is placed at the top and near the front with a scoop reflector. The curve of the scoop reflector is traced on the sketch, and it will be noted that the distribution of light covers the entire line of the trim, that is the space which would be occupied by the display of goods. This distribution curve shows that the downward candle power directly underneath the reflector would be about 275. At an angle of 45 degrees the candle power is about 235 and where the light would strike the upper part of the line of trim, the candle power delivered would be about 225, that is with a 60 watt clear bulb Mazda lamp.

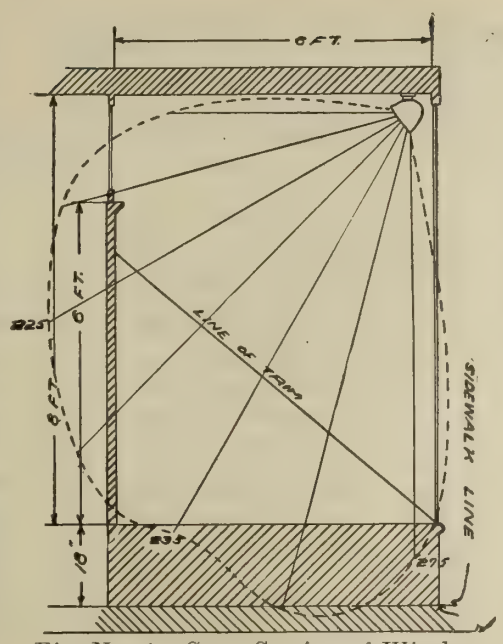


Fig. No. 1—Cross Section of Window showing distribution of light.

The intensity of illumination desired would determine the number of reflectors used. Where the street would be brilliantly lighted, neighboring windows well lighted and the background and fixtures would be of a medium color, that is not too dark, the window would be well lighted by using the reflectors every 15 inches apart.

In Figure 2 is shown a window of considerable light. In a case of this kind, it is generally found that the upper part of the background is made of glass in order to admit light into the store. This is an important factor in arranging for the illumination of the window. The light should not be thrown on the glass part. Otherwise, it would flood into the store and be wasted.

In Figure 3 is shown the method of properly illuminating the window shown in Figure 2. The light and reflectors are placed from 12 to 14 feet above the floor. A reflector of the shape shown would, when used in conjunction with an 80-candle power lamp, throw over 800 candle power downward. This is one of the most powerful reflectors ever designed for window illumination.

Lighting the Store.

Very often it is desirable to convert the entire store into a show window where there is no background. In stores of this kind, it is often desirable at night to illuminate the entire store so that articles placed in various parts of the floor can be seen from the outside. Where this is desired, it can be accomplished by using indirect lighting in the interior and lighting the windows with scoop or helmet reflectors. The indirect lighting, which is used in the interior, is provided by placing the powerful Tungsten lamps in reflectors specially designed to distribute the light at the proper angle on the ceiling. The powerful light rays are thrown against the ceiling and are reflected back into the store. With this system of lighting, the distribution of light is very even throughout the entire floor, and the light sources are completely hidden from view of the people on the street. This greatly increases the seeing efficiency of the eye and permits anyone standing outside to see every article on the floor of the store, practically converting the entire floor into a show window.

Grain Congestion in West is Forecast

Winnipeg, Sept. 23.—Congestion of grain traffic greater than that which caused so much uneasiness last year is forecast by George Stephen, General Freight Agent of the Canadian Northern Railway. Mr. Stephen had just returned from a trip through the West and this is what he says about crop conditions:

"While there has not been so much rain in central Saskatchewan as in the eastern part of the Province and in Manitoba, there has been enough to interfere seriously with harvesting operations, and consequently to delay the crop movement. It is a well known fact that the crop of 1911 was much later than the crop of 1910 in starting to move, and it is quite evident that the 1912 crop will be three weeks or a month later than the 1911 crop. The Dominion Inspection Department reports that from September 1 to 21, inclusive, 1,826 cars of grain were inspected this year, as compared with 5,600 cars for the same period in 1911. These figures are official and they explain conditions which attend the harvesting of this year's crop. It is very evident that, even with the best of weather conditions from now on, the railways will not have a longer period than two months in which to carry this year's crop to the lake front prior to the close of navigation."

Discussing the matter, Mr. Stephen pointed out that only one-third of the amount of grain had been inspected to date as was inspected by September 21 last year. That shows more than anything I can say," he added, "exactly what we are up against in moving this year's crop."

The Grain Growers' Guide, the official organ of the Grain Growers' Association, will say editorially to-morrow that "all signs point to a congestion in the movement of grain this fall far worse than that of last fall and winter, bad as it was."

Iron Now High---Likely to Go Higher

Reduced Supply, Caused Largely by Strikes—And the Tremendous Increase in Demand, Responsible For Present Position. Some Predict That the Year Will See 80 Shilling Iron. Tone Altogether Healthy.

"What is the matter with iron?" some are asking. And from many others comes the reply, "Iron is all right."

In the past year there have indeed been remarkable advances, which give ground for some questioning, both as to the present and the future. Monday, quotations on the English market were 67s 3d, as compared with 46s 9d a year before. A tremendous advance, yet one not unprecedented, and one which, many say, will be beaten yet.

Cause Now Apparent.

The fluctuations of iron have been spectacular. In the last fifteen or sixteen years the metal has gone up and down. Why the changes has not been always easy to determine, but at present the cause of the advance is quite apparent. As usual, of course, there are a collection of causes, but the great, underlying cause seems to be the general demand which exists for iron, and the somewhat limited supply.

Iron's High Level.

Back in 1897 iron was selling at approximately 40 shillings a ton. Then it commenced to rise rapidly, partially owing to manipulation and partially because trade conditions generally improved. In 1900 it reached the high level of 78s 3d, selling for the year at an average price of 68s 9¼d. After this came a series of lean years—the price not really rising materially until 1907.

As has been said it is difficult to give the causes for these rapid, and extensive, fluctuations. The market lacked stability on the whole. The demand was not as good as it is now, and the supply was ample.

Talk of 80 Shillings.

A different state of affairs is noted at present. Supplies are comparatively low and the demand high. This is a condition which, other things being equal, is sure to bring higher prices. At present other things are pretty well equal, so the advance has come. Moreover, according to the predictions of many well versed men, the present price will be greatly increased. Eighty shillings is the high level some predict for iron within the year.

Of course the recent coal strike had much to do with the present situation. Something had to be discontinued. Reserves were greatly reduced What was sold—and the demand continued almost unchecked—was sold from stocks. These, therefore, shrank.. Moreover, when work was resumed, the coal used was more expensive. That meant more expensive iron, making just one more cause for the present advances.

Why the Increased Demand?

And while the English supply was being thus reduced, the demand was increasing. The general prosperity of Canada, and of the other countries, has had much to do with this increase in the demand. Then the higher standard of living has played its part. People want comforts to-day that they did not demand even a decade ago. For these comforts, furnaces, radiators, pipe, boilers, and other products made from iron are needed.

A theory is being advanced by some that iron is moving in twenty year cycles; that what happened 20 years ago will be likely to happen next year. The theory is ingenious, being based upon a comparison of American prices which seems to show that prices to-day are higher than for three years past, lower than the average of the last twelve years and equal to the average of the past twenty years. The theory, however, does not seem very sound. The twenty year cycle would seem at most a coincidence, moreover, the accompanying chart, while indicating how prices have balanced in England during the past score of years, yet shows that in the early days of the past two decades prices were low, while now all signs point to a still rising market.

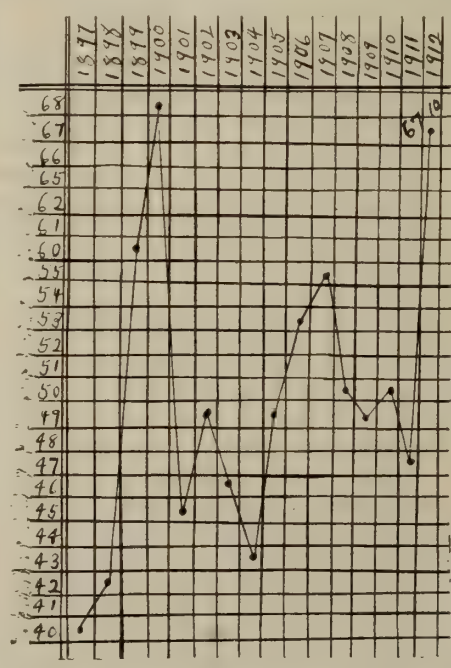


Chart which illustrates the rapid advances iron has made in the last decade and a half. The average price in 1900 was higher than the present figure, but 1912 is not finished yet. A realistic display of fall sporting goods in the store of Lariviere Incorpore, Montreal.

Market Altogether Healthy.

Still supplies are low. They have been built up somewhat since the coal strike, but not to anything approaching their former level. The demand, on the other hand, is increasing almost daily.



The following items were taken from the issue of Hardware and Metal of October 1, 1892:

"The price of lead has shrunk about 10 per cent. in the last six months owing to the decline in the value of the raw material from which it is made. Lead is now remarkably cheap, 3½c being an accepted price to jobbers and a still lower quotation being possible for round lots. But shot is made cheaper that it would otherwise be by the reappearance of cutting on the market."

(Editor's Note.—The position is now exactly reversed. Shot is soaring in price as a result of the extremely high price of lead. Several advances have been made in shot prices within the past few months.)

* * *

"John Cameron, representing the MacLean Publishing Co., publishers of trade papers, was in town on Tuesday. All the MacLean papers are receiving a constantly increasing patronage throughout the west."

Editor's Note.—It was this policy of thoroughly covering a field which was then comparatively new, that has made the MacLean publications so well known and so firmly established throughout the west.

* * *

"The Bay street stock in the estate of James Dickson, wholesale hardware merchant, Toronto, was bought by M. & L. Vokes at 57 cents on the dollar."

Editor's Note.—The name Vokes is still closely connected with the hardware trade of the Queen City. There are two firms, the Vokes Hardware Co., Queen street east, and James L. Vokes & Sons, King street west.

Strike in Belgium---Glass to Advance

Dispatches Forecast the Early Cessation of All Industrial Activity In Belgium as Result of National Strike—Glass Supply Will Stop—Canadians Will Secure Glass From United States if Shipments Cannot Be Secured—Prices Will Go Up.

Brussels, Sept. 23.—A great general strike is projected by the Socialists of Belgium in support of a universal suffrage amendment to the constitution, Hostilities against the government, which has resolutely set its face against the desired legislation, will begin in November. Half a million workers, it is calculated, will be involved in the strike, which it is proposed shall last six weeks, at a cost to their funds estimated at ten millions of dollars.

The railways, the postal and telephone services, mines, docks, arsenals, factories and workshops of all kinds are to be involved in what its promoters contend will be a bloodless campaign. Women seem as earnest as the men in the propaganda, which reaches throughout Belgium. Promises of substantial financial support have been received, the committee officials aver, from the United States, France, England, Germany, Sweden and elsewhere, and arrangements have been completed, according to the same authority, to send forty thousand children to temporary homes in the north of France on the declaration of the strike.

The thoroughness of the Socialist leaders who are engineering this movement is in evidence on all sides. All extra work in the mines has been strictly avoided, so that there shall be no accumulation of coal stocks against the evil day. Similar action has been taken in factories, and workers are limiting the output strictly to the quantities necessary to meet requirements from day to day. Any attempt to depart from the rule is prevented by the workmen. In the homes of the workers the strictest economies are being observed so that funds may be available when the weekly wages cease to come in, and the men and women are saving up their money as though for their annual holiday

In spite of the announced desire of the committee that the peace shall in no way be disturbed during the strike, such vast numbers of revolvers have found their way into the hands of workmen that the Government has issued special instructions to Burgomasters, police and gendarmes to institute a general round-up of war-like weapons. The Government is making its arrangements to repress any attempt at excesses with an iron hand, and troops will be rushed into all the industrial centres the moment the strike is declared.

The Effect on Canadian Glass Market

The serious intelligence contained in the above dispatch does not create any surprise on the Canadian glass market. It has been known for many months past that the disaffection in Belgium was deep-seated. Importers state that they have little doubt but what the trouble will come to a head and that, as a result, the glass output of the Belgian works will be stopped. "We have felt that this was inevitable for some time," said one man to Hardware and Metal.

The strike would effectually tie up the glass works and the imports of sheet glass to all parts of the world would cease. The supply of plate glass would not be affected. The French factories would be in a position to meet the demand and the only effect would be a change in the base of shipment

Prices All Go Up.

Hardware and Metal has made careful enquiries as to the probable effect of the strike on the glass situation in Canada. From what has been learned there is little probability of a shortage developing, but it can be stated positively that prices will be much higher.

"We have been endeavoring for many months to augment our stocks and lay in a larger supply of glass than usual in anticipation of this trouble," said a Toronto importer. "We did not succeed to any extent, however. It was pretty well known all over the world that the situation in Belgium was perilous and from all quarters came orders similar to our own Every country was trying to stock up. Now, the Belgian factories could not increase their output and little response could be made to the insistent demands from the outside. I think that stocks in Canada at the present time are little, if any, larger than the average for this time of year."

"Then we must figure on a larger home trade," he continued. "There is every indication that the demand for glass this year will break all records. With the supply from Belgium cut off, a shortage would develop unless steps were taken to get fresh supplies elsewhere.

"The United States would be the quarter to which we would turn. I believe that the American firms would be able to supply us with all the glass we would need. They have been working up some export trade of late years, and their output is enormous. There will be no shortage.

"But, with supplies coming from the States, the trade must be prepared to pay a higher figure That is the one feature of the situation which can be accepted as inevitable. When the Belgian strike begins the price of glass will go up."

Hardware and Metal has frequently during the past few months pointed out the imminence, nay the certainty, of advances in window glass prices It now seems safe to predict a higher scale for the near future.

Catalogues and Booklets

Bear Cub Hanger.

A hanger showing the return of the Remington—U. M. C. cubs from the Olympic games has attracted much attention. It shows the cubs descending the gang plank. The hanger is artistically gotten up.

Andirons.

The Stove Manufacturing Co., Freeport, Illinois, have issued a catalogue showing their lines of select cast brass and aluminum ware. Andirons, fire baskets, fire screens, door knockers, candelabra, candlesticks, fern dishes, lamps, etc., and all varieties of aluminum ware are included.

Refrigerator Catalogue.

The Maine Manufacturing Company, makers of the "White Mountain" refrigerators, are in the field with catalogue for season 1913.

Their "White Mountain" line is divided into four sections, viz: "White Mountain Grand," "Stone White," "White Mountain Hardwood," and "White Mountain Pine". Over 200 different styles, sizes and patterns are shown.

Hardware Store Publicity

Chapter 13—Backing Up the Manufacturer

Retailers Should Take Advantage of the Advertising Done by the Manufacturer —Ideas for Retail Copy Can Be Secured Through Clipping and Filing Advertisements in Trade Papers and Magazines.

It is no sinecure to prepare the right kind of retail advertising copy, the kind of copy which brings customers to the store. The advertiser should not hesitate, therefore, to make use of assistance when it is proffered. He should not depend entirely on his own initiative, on his own ideas and knowledge of advertising.

There is a great power in the land today which is known as consumer advertising. Recognizing the fact that this is an age of publicity, manufacturers everywhere and of everything are spending money to teach the public what they make and how good they make it. You see the ad. of the maker of Whizzo automobiles side by side with an ad. of Cheweasy chewing gum. The magazines are full of this consumer advertising; so are the street cars and barber shops. Vacant lots are surrounded by posters. The newspapers contain a large share of the same matter. Millions are spent every year to familiarize the public with firm names and to build up a demand for certain products. In other words, all this money is spent to make sales for retail dealers. The dealer sells the goods which the advertising is teaching the public to buy.

It becomes apparent then that the retail advertiser should take full advantage of this. He should hitch his wagon to the star of consumer advertising. If he follows in the wake of the big manufacturer, results are bound to come,

For instance, let us assume that a dealer has in stock a certain article which is being exploited largely in magazines and through other mediums which reach the public. The dealer can take it for granted that considerable interest will be aroused in that article. It is, in consequence, the "psycholigical moment" for him to bring that article right to the front. If he were to advertise the fact that he carried that article and was prepared to sell it at the right price, using the local newspapers, he would reap in full measure the benefit of the manufacturer's campaign. If he went a step further and featured the article in his store, placed it in his windows and took pains to shove it generally, he would augment the good results. The retail dealer can back up the advertising of the manufacturer very effectively. He repeats at short range and with small shot what the latter booms from a distance.

By active co-operation of this kind, retail advertising can be made doubly effective. Both the retailer and manufacturer will benefit.

Getting Ideas.

Manufacturers' advertising has an educative value for the writer of retail copy personally. By studying it, he can get ideas and suggestions which will prove invaluable to him in the preparation of his copy. Advertising is a science and he who masters it (if indeed anyone completely masters it) is the one who gives his full time to the subject. The ads. which appear in the magazines are generally the work of men who have made a close study of advertising and who put their whole time to the work. On the other hand, it is very seldom that the preparation of retail copy is other than a side-line to the man entrusted with it. It stands to reason that the man who prepares the retail ad. can gain many pointers from the work of the specialist.

Keep On File.

Many of the most successful retail advertisers carefully and systematically clip all ads. they come across which they think will prove of value. These they file away. The writer has seen an ad. file which contained many hundreds of advertisements, dealing with every article sold in a hardware store. It had been in course of compilation for years back. The dealer who had this file never had any difficulty in preparing snappy copy. Whatever article he had in his mind to advertise, he could look through his collection and find at least a dozen advertisements dealing with that article. The ads. had been clipped from trade papers as well as magazines and were filed alphabetically so that no time was ever wasted in getting at the desired information.

Used In Windows.

Manufacturers' advertising can be turned to advantage in other ways. Dealers frequently run window displays of goods which have been advertised by the manufacturer and place or paste copies of the ad. in the window, to demonstrate that the goods shown are the goods advertised. The same can be done with articles in the store.

Back Up Manufacturers.

There is another phase of consumer advertising which should be given careful attention. Manufacturers pay for space in newspapers in localities where they have dealers handling their goods. This is a direct means of aiding the dealer to make sales. The dealer should back up the manufacturer in a matter of this kind to the fullest.

The backing should be thorough. Not only should the retailer follow up the manufacturer's advertising with some advertising of his own, but he should see to it that the line is well shown in the store. If the advertisement of a certain make of stove appears in the paper, with a local dealer's name mentioned, the effect is heightened if that dealer has a display of that make of stoves in his store window at the same time. If, on the other hand, the dealer does not signalize the appearance of the ad. by featuring his stoves, the effect is half lost. Loyalty to the manufacturer who is spending money to increase local sales should impel this.

—⚙—

SPANKING UP-TO-DATE,

Hardwaremen handle practically all labor saving devices which come on the market, so that the following from the Ironmonger will be of interest:—

Professor Duff Andrew, of the University of Illinois, is described as a "specialist in theoretical mechanics," and as having invented a "spanking machine" which "apportions scientifically the proportion of chastisement to the severity of the offence." According to the New York correspondent of the Daily Telegraph.

The device weighs about 20 lbs., is constructed of aluminium and bamboo, and the "spankers" are padded so as to punish but not injure the patient. The patient is bent over a rod, and a wheel operated by cogs connects with a crank run by a belt device. The spanker makes about thirty-five spanks a minute ordinarily, but the speed varies according to the taste of the practitioner.

But the professor is not a mere theorist. Holding, we assume, that an ounce of practice is worth a pound of precept, he proceeded, it is said, to test the practical efficiency of his machine upon his own child, who, if he resembles other American children we have known, was probably improved by the experiment. But Mrs. Duff Andrew was not of that opinion. She remonstrated with the professor, who thereupon, we are sorry to say, was so misguided as to lift his hand, or perhaps his machine against a woman, and punished her, too.

Complete Course in Sheet Metal Work

By L. W. KOSER

Fig. 5 is a plan of the front of the building showing the way end blocks are used.

Fig. 6 shows the cornice returning around the sides of the building one end being closed and the other "return."

A closed end means simply that the cornice stops short or is cut off straight and the end closed by soldering on a piece of metal cut to the profile of the cornice.

A return means that all of the members return or go back against the wall and stop.

Fig. 7 shows a closed end and a face return which means that the top of the cornice is kept flush with the side of the building and the other members come up to the mitre line and return back to the wall.

Fig. 8 shows a plan having inside and outside mitres.

Fig. 9 shows a modillion which represents the projecting end of a timber and gives a supporting effect.

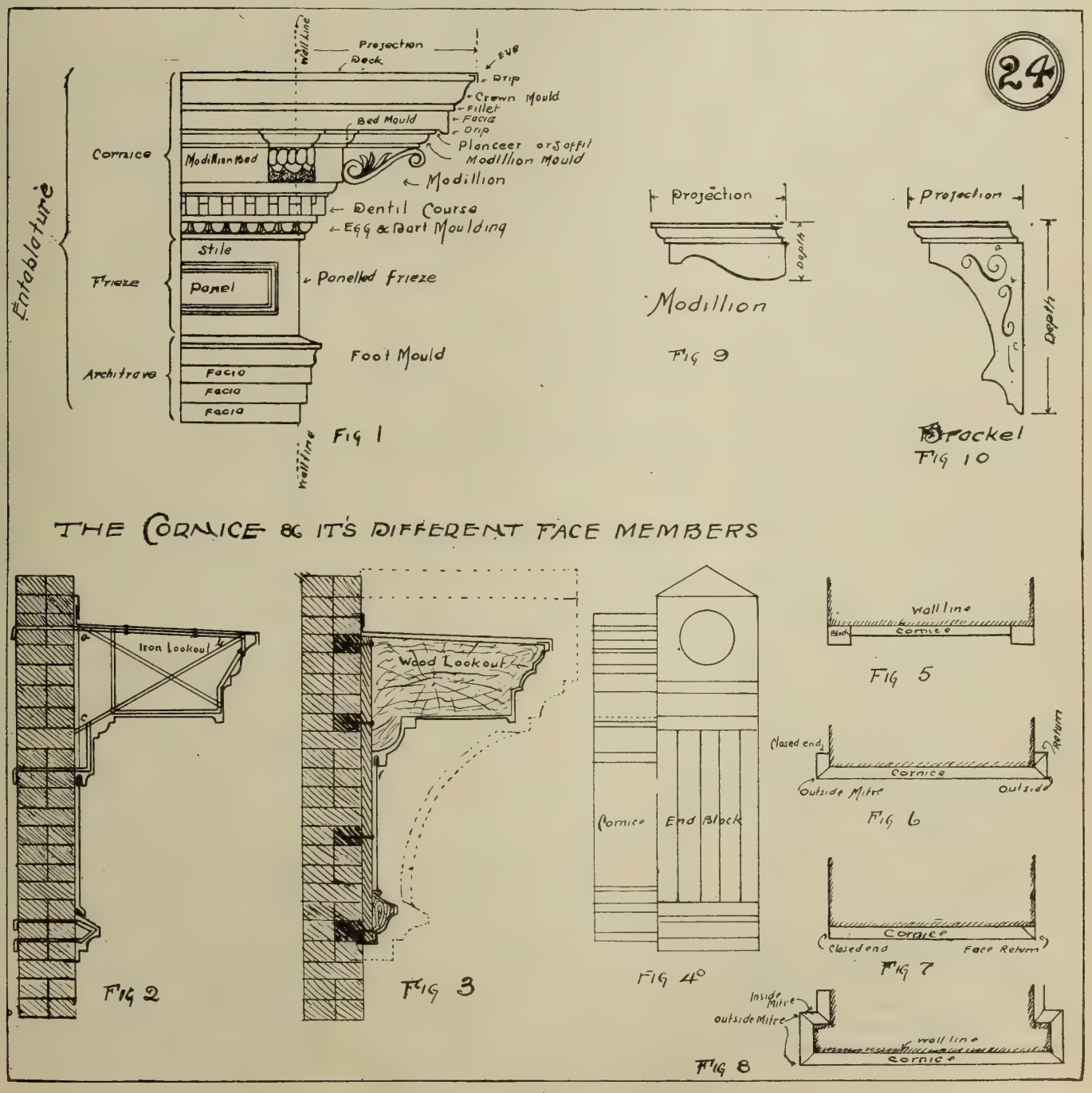
A modillion is distinguished from a bracket by having more projection than depth.

Fig. 10 shows a bracket which is another name for brace and in stone cornice it is used to carry enormous weight while in metal cornices it is used to give the same effect where large cornices are used.

A bracket always has more depth than projection.

The sides of a bracket usually have some scroll or ornamental work to break the monotony.

This is usually incised work, i.e., the metal is incised or cut in the form of a scroll and a narrow strip soldered or strip edged to the sides to form a projection.



Progressive Hardware Retailing

Early Campaign Work Leads to Sale of 16 Ranges in One Day—A Window Display of Nails—A Creditable Hunting Goods Window—Inaugurating a Cash Counting Contest.

SOLD 16 RANGES.

Victoria, B. C.—The fruits of waging an early store campaign soon manifest themselves. The Island Hardware Co. have been among the first in the field this fall after the stove trade. They have been displaying their goods to advantage and have also been doing considerable advertising in the daily papers.

During the first week in September they received a carload of heaters and ranges, and, within three days of placing the goods in the store, they had sold 16 ranges. This is a splendid record for so early in the season.

STRIKING NAIL PUBLICITY.

The humble nail is the most staple article, perhaps, in the hardware store. It is always there and always in demand. But who ever thought of featuring nails? Answering in a broad sense, we may safely say no one. The nail has a number of bins all to himself—generally in the darkest part of the store—and there he reposes until called for.

And yet, strange though it may seem, the nail can be used to good purpose, even in window displays. The writer came across a display in the window of a hardware store which was quite striking. Any kind of a display of nails would be unique for such displays are indeed rare. But this one had distinctly original features.

In making this display wooden frames made to fit the back and sides of the window were constructed, and covered with glass, the intervening space, about 1 in. in depth, then being filled with nails. The floor of the window was covered with spikes and nails of the heavier type, 6, 8, 10, 20 and 40 wire nails, 1 in. roofing and 1½ in. slating nails also being used. A placarded scale, nail keg and miniature railway car indicated that the store could furnish the copper clad nails by the pound, keg or carload as customers might desire.

The floor was covered with large spikes.

FEATURING SEASONABLE GOODS.

St. John, N.B.—The opening of the big game shooting season last week lent an added impetus to trade with dealers throughout New Brunswick, in Chatham, Campbellton, Fredericton, Woodstock, Moncton, Newcastle, and St. John. The sale of sporting supplies has been most encouraging up to the present and there is reason to believe that it will be a particularly prosperous one with all who have a sporting goods department connected with their stores. For a week or two before the season was officially declared open there had been much talk of plentiful game, and this lent interest to the shooting season. With Labor Day the trade commenced to show an increase in lines for hunting purposes and since then the demand has been steady and encouraging. The windows of Emerson & Fisher, W. H. Thorne, T. McAvity & Sons, and other dealers in St. John, Chestnutt's store in Fredericton and that of Jas. Neill & Sons, presented tempting arrays of rifles, shot-guns, game bags, cartridges, hunting knives, and other sporting essentials this week and proved conducive to increased sales.

Taking advantage of the interest in the game season aroused throughout the province, and recognizing the fact that "now was the time to strike," the firm of T. McAvity & Sons in their trade paper "The Messenger" this week devoted the entire two long pages to matters of interest in this connection and boosted everything from gun caps to shot-guns and from revolvers to game traps.

HUNTING GOODS WINDOW.

Oshawa, Ont.—J. B. Ross, a local hardware dealer had an appropriate hunting goods window last week which aroused a good deal of interest as well as creating considerable business. Its unique construction attracted attention, being arranged to represent a woods scene. The floor was constructed much the same as one would see in a wood or rabbit swamp. The sod was uneven while logs jotted up here and there. At one side was a clump of cedar brushes from which a deer's head protruded. Cat tails added to the realistic setting while in the window were also two live rabbits. Shells and guns were the lines displayed. A show card on which was pasted the picture of a boy carrying a gun and holding up a bird read, "You always have luck with our shells." The rabbits were a valuable part of the display, for anything alive always attracts attention. In this case great interest was created among old and young. It brought guns and shells to the attention of local nimrods and many enquiries resulting in sales were made.

J. B. Ross, of Oshawa, Ont., in keeping with the general campaign against the fly has been pushing the sale of fly-swatters to good effect. He made a display of them in a small show case which was placed just outside the entrance. On the glass was printed, "Swat the Fly," and the price "5c." Many sales followed.

SHOW MINIATURE LAKE.

Leamington, Ont. — A very striking sporting goods window is being shown by the Ontario Hardware Co. of this place. The foreground shows in miniature a grassy lake border, in which decoy ducks are nestling, while others are near the edge of the water. Guns, single and double-barrelled, with large quantities of shells and other hunting accessories are also displayed.

A CASH CONTEST.

Gladstone, Man.—Alexander Anderson, hardware dealer, is conducting a contest. He has placed a jar in his window containing an assortment of bills, gold, silver and copper. All purchasers of a quart of a certain commodity is entitled to one guess at the amount in the jar. The one coming nearest to the amount will secure the prize. Perusal of the large advertisement in which the announcement is made, however, fails to reveal any inkling of what the prize is to be.

CIVIC CO-OPERATIVE STORES.

Philadelphia, Pa.—Mayor Blankenburg of Philadelphia is planning means for the relief of those suffering from the high cost of living. It is planned to establish co-operative stores in every part of the city, although all details have not been fully worked out. The stores are to be established to eliminate the excessive charges that are laid against the "middlemen." Inquiries are to be sent to the householders in order to ascertain the amount paid in their locality for each article used in the home. The employes of the Department of Public Works were chosen as the agents for this information, because there is a large number of them and they are well scattered throughout

Continued on page 49.

Current News of Hardware Trade

Store is Completed.

Rosthern, Sask.—The new hardware store of J. J. Penner is completed.

Made Distributing Point.

Humboldt, Sask.—The Winnipeg Coal Co., are making this a distributing point and have erected a warehouse. W. B. Bell has been appointed their agent.

Moves Into New Store.

Grimsby, Ont.—A. B. Browne, hardware dealer, has moved into a new brick store two doors east of his former establishment.

To Add To Plant.

The Canadian Paint Co. have received a permit to add a $35,000 addition to their present plant at Winnipeg. Edward Barry has charge of the western business.

Putting up Large Warehouse.

St. John, N.B.—The McClary Manufacturing Co. have purchased the ground for the purpose of erecting a new building near the customs house in Prince William St., and it is the intention in the early spring to begin construction on a fine building, possibly seven storeys high, which will serve the company as warehouses and offices.

Had Jolly Outing.

St .John, N.B.—Members of the staff of W. H. Thorne & Co., this week enjoyed a pleasant time when they tendered a drive to Miss Jennie Ritchie, who was formerly employed in the office, but who is now in the offices of the Imperial Oil Co. in Winnipeg. They drove to Lorneville, had supper and returned late in the evening after a jolly time had been spent.

To Become Glass Centre.

Winnipeg, Man.—The Diamond Glass Co. of Toronto have concluded arrangements for a site for a glass bottle factory at Redcliff, Alta.

Another glass factory making window glass is being established by H. Munderlin, of Montreal.

It is believed Redcliff with its great supply of sand will become the centre of the glass-making industry of the western half of Canada.

Enlarge Offices.

The growing business has rendered necessary an enlargement in the office of A. C. Leslie & Co., Limited, metal merchants, Montreal. The accounting department has been moved to the ground floor of the building on McGill street, and the offices of the president, vice-president, and treasurer, have been transferred to the street front on the second floor. This change not only affords better light for these offices, but gives them extra floor space which was badly needed by the sales department.

To Extend Plant.

Medicine Hat, Alta.—The annual meeting of the Alberta Linseed Oil Mills, Limited, was held here. Besides the local shareholders present there were in attendance Messrs. Nicholas Bawlf, Winnipeg; D. R. Ker, Victoria; and L. P. Strong, Calgary. It was decided to increase the capacity of the plant immediately to the extent of one-fourth.

The Directors elected for the ensuing year were: John McNeely, President and Managing Director; H. C. Yuill, Vice President; Wm. W. McNeely, Sec.-Treas.

Merging Two Stores.

Grassy Lake, Alta.—Larsen Bros & Hinck, hardware furniture and implement dealers, secured the business of the McNicol Hardware & Furniture Ltd. and will merge the two. The store occupied by Larsen Bros. since they started business here was burned down two months ago and as a suitable building had to be secured negotiations were opened with a view to buying out the McNicol business, stock and property. The story was completed only a year ago.

New Retail Firms.

Montreal, Que.—Maximilien Charpentier, hardwareman, has registered.

Personal Notes.

S. L. Brewer, secretary-treasurer of Thos. Robertson Co., has returned from a fishing trip.

H. W. Aird, manager of the Canada Paint Co., is now on a trip to Chicago, Winnipeg and other western points.

Montreal.—At the annual meeting of the Montreal Publicity Association, held Tuesday night, L. R. Greene, advertising manager of the Sherwin-Williams Co., of Canada, was elected president.

J. Reid has left Alvinston, Ont., for Thorold, where he has secured a position with L. I. Hunt & Son, hardware merchants.

T. A. Witzel, manager of the Onward Manufacturing Co., Berlin, Ont., has been on a business trip to Winnipeg.

Wm. Taylor of the Geo. Taylor Hardware Co., Cobalt, New Liskeard and Cochrane, is enjoying a vacation at his old home in London, Ont.

Business Changes.

Belle River, Ont.—D. J. Poisson, hardware dealer, has sold out.

Brandon, Man.—Knechtel & Co., plumbers, are removing to Saskatoon.

Belmont, Man.—The hardware stock and fixtures of C. Drummond-Hay have been disposed of to Box Bros.

Langham, Sask.—J. J. Penner has been made manager of the hardware store of Moore and Camroux.

Plunkett, Sask.—J. C. Symington & Co. have sold their hardware stock and fixtures to J. W. Peart.

Moose Jaw, Sask.—An eastern hardware company have just completed the purchase of a building site at Moose Jaw on which it is proposed to immediately proceed to erect a large hardware store.

Kelowna, B.C.—The Kelowna Hardware Specialty Co. have sold out to Dalgleish & Harding.

Bow Island, Alta.—The hardware stock of the estate of R. E. A. Colp is being advertised for sale.

PROGRESSIVE METHODS.

Continued from page 48.

the city, every ward and division being represented.

The city will be a partner in Mayor Blankenburg's plan, it is stated. It will furnish the buildings and some of the capital, and will supervise the management to insure the greatest benefits to those who become partners in the business by patronizing the stores. A central committe will do the actual purchasing of the commodities, which will be as open to the scrutiny of the public as are the other departments in the city, and will be directly responsible to the co-operative associations as well as to the city administration. Benefits, it is claimed, would arise not only from the ability of the co-operative association to buy supplies in large quantities, but would in due time eliminate waste.

The first Army and Navy co-operative store in the United States was recently established at 1127 Broad Street, Philadelphia, by officers of the Army and Navy in order to reduce the cost of living. Other stores will be established in various cities where eligible stockholders are resident. Many other stores will follow, but Philadelphia will be the manufacturing centre for all. These stores will be in line with those already established in England where for the past three years annual dividends of about 300 per cent., it is said, have been paid. The capital stock is $400,000, of which $350,000 will be issued at present.

Weekly Market Report --- Metals

METAL NOTES.

Lead has firmed up in price.

Solder has advanced 3 cents.

Canada plates and galvanized sheets have been set on a higher level.

Bar iron has been advanced.

MONTREAL.

Montreal, Sept. 26. — As has been pointed out from time to time, advances on the primary market are not always followed immediately by advances in Canada. It, therefore, sometimes happens that the advance is struck here after a temporary reaction has set in abroad.

Such is the situation to-day. On the primarly market lead has declined a little, but here lead has been put up, the handlers being forced to cover on the lead they bought at the high figure. On the other hand tin has leaped still higher in the last few days, and there has been no advance in these lines. Iron, though, has followed the continued upward movement in London, several products having been set on a new list.

Generally the situation to-day is regarded as healthy. There is much buying. The market is strong, and there seems but little likelihood that the bottom will drop out of any metal.

Changes in Lead.

Lead.—The decline that there has been in London is regarded as temporary. The impression is that prices will revert to the former figure, although it now seems that the syndicate does not intend to push the metal too high. It seems to feel that there would be danger in this.

The price is of course still high, and an advance locally has been necessary. Trail and imported pig are now quoted at $6.75, bar pig at $7, sheets at $7.50 and $8. Traps and bends, too, have been advanced, the discount being reduced from 40 per cent. to 30 per cent.

Solder also has been changed, the prices being advanced 3c a pound.

Iron.—Here the situation is exceedingly strong. The metal has gone over 67 shillings in London, and there are those who predict 80 shilling iron. Because of the present high prices, and the general appearance of the market, there has been an upward movement locally. Bar iron has been advanced to $2.05. Pipe has been put up about 4c. Canada plates are advanced 10c, and so are galvanized sheets. Then Sumerlee No. 2, has been advanced to $24, while Clarence No. 3 has been slightly reduced to $22.50.

Iron Will Go Higher.

Present indications are that iron will go quite considerably higher, and that before many weeks have passed.

Tin.—The Banca sale's approach has made the market a little uncertain, but even so prices have advanced. Tin has gone above the £228 mark, and while it is a little lower at present there seems no reason to suppose that it will not go back to that level—perhaps exceed it,

Copper.—Here there has been a remarkable change. The bears of a little while back are turning into bulls. They freely admit they were mistaken.

Great Output Required.

The refiners statistics, showing such a great output, caused some to feel that the supply would be in excess of the demand, and that the prices would naturally fall in consequence. But in the past two weeks the demand has increased. It seems that the call is so large that the extra output of the refineries will be quickly eaten up. There is no likelihood of the market being flooded—quite the reverse.

Antimony.—This market has strengthened, but the prices locally have not changed as yet.

TORONTO.

Toronto, Sept. 26.—The metal market has not shown any marked changes in prices locally, although there have been advances in metal products. The list of the commodities to go up includes iron pipe, solder, Canada plates and galvanized sheets. Advances in all these lines have been anticipated for some time past.

The general situation in respect to metals is satisfactory. While there are some aspects which cause uneasiness, the demand continues so extremely brisk and satisfactory that it outweighs all other considerations. No market condition seems to have much effect on the business done locally. Prices may fluctuate up or down as the case may be (it is generally up, of course), but the demand, like the brook, goes on forever.

Tin.—There is a good demand for tin, the price holding firm. It is considered here that tin is sure to remain at its present height, at least, the reasons for this conviction being summed up pretty well in the following despatch from London: "Buyers have rushed in this week, and the market showed extraordinary strength once again, though the movements were of a less sensational character than have been seen on some occasions. Consumption is wonderfully good, and there is undoubtedly a serious deficiency in supplies, which threatens to become more marked still in the event of the promised trade boom maturing in the United States. Meanwhile there has been a good deal of buying both by speculators and by consumers, and the price is talked to a much higher figure yet."

Lead.—The price of pig lead has firmed up since last writing. There is a marked increase in the consumption, and the strength in other metals, particularly in spelter, also tends to stiffen prices.

Solder.—The price of solder has been advanced 3 cents here. The demand is heavy.

Plates and Sheets.—Higher quotations have been placed on galvanized sheets and Canada plates. This is due to a number of causes. The increases in metals cut a large figure, of course. Added to that is an apparent scarcity of supplies with an insistently heavy demand. Local stocks are fairly light.

Copper.—There is an improvement noted in the condition of the copper market. Greater strength is reflected and there seems to be a deep-seated confidence in the continuation of high prices. Consumption has "picked up" fast of late.

Spelter.—There are no developments in regard to spelter. Demand remains normal and prices are firm. The following commentary from a New York source will be interesting: "A new record in production will be made during the last half of this year. The ore production in the Joplin district was the highest on record, and brought the highest price on record, as high as $67 being paid for blende and $64.50 for 60 per cent. The output for remaining months of the year promises to easily take care of the present consumption of the metal. The future of the market depends on whether the recent record consumption will be continued. Should it fall off, present prices are at such a high record, and present profits to producers so large, that the market would quickly reflect any lessened demand from consumers."

Iron. — Firmness is noted in iron.

WINNIPEG.

Winnipeg, Sept. 23.—The situation in metals generally is very firm, and lead prices have further advanced. Pig lead is now quoted at 7.25 and lead pipe at 8.25 and 9.25 respectively. The situation in galvanized wares is also very strong, and an advance of 10 cents per cwt. is practically certain.

Sheet metal workers as is usual at this time of the year are extremely busy, but are somewhat hampered by lack of supplies.

There is a good demand for structural steel and cement which will probably keep up throughout the winter, as excavation has only just commenced on several important structures.

Weekly Market Report --- Hardware

PRICES ADVANCE.

More price advances have been made during the last week.

Iron pipe has seen a stiff increase.

Harvest tools have also gone up. The discount is now 50 per cent.

Scythes have gone up 50 cents a dozen.

Cotton rope has gone up a cent.

MONTREAL.

Montreal, Sept. 26.—Again there have come a number of price changes which will mean a good deal to many in the hardware business. Some of these changes were expected. That iron pipe would advance again has been predicted for some time. The rise is just about what was expected. As far as this product goes those who did not file their orders in time have only themselves to blame for the higher prices they will have to pay. Harvest tools, ship spikes, and scythes were not particularly mentioned as about to advance, but it has been said that all products in which metal is extensively used were likely to move upward. Such a likelihood still exists.

Generally, business is all that could be desired. The orders are coming in well. Price changes are not having any deadening effect—rather the reverse. Indeed the market is in an exceedingly healthy condition at the present time.

Pipe Makes Advance.

Heavy Hardware.—Not only has bar iron been put upon a new level, but the expected rise in pipe has come. This is quoted on a net basis in Montreal as follows:—

Inches.	Black	Galvanized.
¼ & ¾	1.92	2.75
½	2.55	3.50
¾	3.00	4.15
1	4.30	5.95
1¼	5.85	8.10
1½	7.05	9.75
2	8.85	12.45
2½	14.10	19.85
3	18.50	26.00

Ship spikes are another line put on a higher basis, these selling on a $3 base now.

Rope.—Hemp remains at the prices recently struck, and for the time there is no great talk of a further advance. This, however, is a market which may change quite rapidly.

Cotton rope has been advanced, this new selling at 24c instead of the old 23c. The advance in raw cotton is of course the cause.

Harvest Tools.—A general rise has been made here, the discount on the list price being changed from 50 and 5 per cent. to 50 per cent. Scythes have been raised 50c a dozen.

Sporting Goods.—Shot remains at the figures fixed last week. The demand for it is large, and larger still is the call for cartridges. It is a season, indeed, when all hunting supplies move finely. Rifles, Knives, shooting jackets, all of these are wanted by the ardent sportsmen.

Baseball goods are being relegated to the background. Rugby supplies are selling now with skates and hockey sticks coming forward.

Seasonable Lines.— Silverware is in great demand. Many dealers are stocking well in advance, so that they will be sure of a supply for the early Christmas trade. Weather strip also is moving, as are lanterns—the call for these is particularly large.

TORONTO.

Toronto, Sept. 26.—The upward trend in prices continues marked. Quite a number of advances have been put into effect, and rumor has it that more are pending.

Back of it all is the high price now being paid for practically all metals. The manufacturers find that the cost of their raw material has advanced very materially this year. The increases in the finished product, therefore, come as the inevitable result of the higher cost of manufacture.

The general trend of business is not being interfered with to any extent by the upward movement of prices. The jobbers all finding that trade is even more brisk than is usually experienced at this time of year. Orders are pouring in with a steadiness which forecasts a long continuation of the activity. "If business continues as good as at present," said one man, "we will have a record year."

Seasonable Goods.—There is quite a large demand for winter supplies. Already shipments are being made of snow shovels, sleigh bells, weather strip, blankets, ash sifters and similar lines.

There is also a steady call for Christmas goods. Silverware, cutlery, brass goods, cut glass, toys and so forth are being sold. Shipments are not yet being made, except in a few cases, but there is a satisfactory tendency noted to order well in advance of the season.

A few orders for threshing supplies have been filled during the week, but the demand is over for the year.

Lumbering Supplies.—There is still a steady call for the lines which lumbermen will require. Cant hooks, peevies, axes, mitts, etc., are being sold in large bulk.

Household Goods.—This is found to be an active department at the present time. All varieties of kitchen utensils are selling well. In anticipation of the Christmas trade, there is a good demand for aluminum ware. Raisin stoners, pudding dishes, etc., are selling well.

Builders' Hardware.—There is a brisk tendency noted in all lines of builders' hardware. Dealers are sending in a perfect stream of sorting orders now that the consumer demand has reached practically its highest point.

The price of cotton rope is still 25 cents here, although some talk is heard of an impending advance.

Harvest Tools Higher.

Harvest Tools.—An advance has been declared in harvest tools for next year, the discount being changed from 50 and 5 per cent. to 50 per cent. Scythes have been placed at an advance of 50 cents per dozen.

Heavy Hardware.—The feature of this department is the advance in iron pipe. There has been so large an increase in the price of iron that the price of pipe has been on the verge of an increase for some time. The advance, therefore, will not create any measure of surprise in the trade.

Sporting Goods.—The sporting goods demand has switched largely in rugby supplies and skates. There is also quite a stiff demand for gymnasium equipment.

Shot remains at the price fixed two weeks ago, but is exceedingly firm.

WINNIPEG.

Winnipeg, Sept. 23.—Wholesale hardwaremen tell of a remarkable activity in fall business, and their only anxiety is as to whether they will be able to fill orders as fast as they come in. A feature of the situation at present is the firmness in pig lead, which must sooner or later be felt in all manufactures in which lead enters as a factor of composition. Galvanized ware and rope are reported as having upward tendencies, but there are no changes to quote this week.

Bad weather is delaying the threshing and marketing of the crop, but there is no lack of confidence either in the country or the city as regards the business situation. Collections are, however, likely to cause some disappointment by not coming up to time, as there is no doubt the fall movement of grain is much behind that of average years.

Stoves, Furnaces and Accessories

Have Stoves Visible From Front of Store

Space Often Makes a Front Display Possible, But the Models Can be so Arranged That They Will Appear From the Entrance—Thus Interest is Aroused and Customers Are Led to Inspect the Models.

A few—a fortunate few—can arrange displays of stoves without considering in the least the problem of space. They have all the floor room they need and can put their ranges and heaters where they want. But how small is the number of these specially fortunate, hardwaremen will be able to imagine. The majority are doing business in quarters more or less cramped. This is so of men in country and city. Stores that are very large are usually very expensive. Not only is the rent high, but the cost of heating and lighting is high. They demand too much attention. In short, in very many cases, they are quite out of the question. The dealer has to sell his stoves and his other lines in a store which is by no means large.

The natural result is that a man can not make the kind of display which he most desires. He has to shape this display according to the shape of his store. He has to determine how he can give stoves the best possible position.

Now it is certain that the floor space near the door is a fine place in which to show some stoves. A quieter spot, where interruptions will not be so frequent, is probably a better location for the main stock; but to attract attenion to stoves, and to bring out these questions which give a salesman a good opportunity to take the customer back to the main stock, there is nothing like a few models placed near the door.

One dealer has followed the plan of running a string of stoves back from the front door to the large display in the rear. He found people would walk along from model to model and would quickly reach the main part of the display where a serious demonstration could be made.

What Floor Spaces For.

But even such a thin black line of stoves takes quite an amount of floor space, and in some stores this floor space is simply not available. Even to show stoves it is not wise to crowd the entrance of a store. Floor space, after all, serves its greatest purpose when it permits people to walk from department to department. So crowding the floor that this is impossible is bad business.

But while stoves may not always be placed at the front of the store, they can invariably be so placed that they may be seen from the front. It is not necessary that they should be seen so clearly that the new features may be discerned—though this is desirable—but the stove should appear so that the customer will note that stoves are sold in the store, and so that he or she will be led to think



An interior view of store of Dewar & Ryan, Pembroke, Showing Part of Stove Department.

of stoves. Once thinking of them an examination of the models carried is almost sure to follow.

Giving the Suggestion.

A number of dealers, holding that sales may best be made where salesmen and customer will be free from interruptions, are arranging their stove displays on the second floor. These men might well show one or two of their leading lines down stairs. Many are doing this. They recognize that it is necessary to bring the stove before the customer.

In more stores, perhaps, the stoves are given a position at the back. In such cases they should always be visible from the entrance. It is not necessary that every model carried should appear from there, but the customer letting his eye roam over the store should see stoves. There is a great deal in suggestion, and a few visible models gives the buying suggestion.

A Conccrete Case.

Dewar and Ryan, of Pembroke, have a narrow store. Fortunately it goes back a long way, otherwise the volume of business done would be impossible. But it is impossible to show all the lines near the front. Even in the best season stoves can hardly be given a place too far forward. This would take too much space, robbing the store of the floor room really required to enable the proper carrying on of business.

The stoves carried are shown in a large, bright room, which was made by recent alterations. This room opens right off the main store. All of it is not visible from the front, but the stoves are so arranged that some models will appear. No one doing business in the front of the store can well miss seeing a model. As he walks back he will see more stoves, and if he is interested in stoves at all he will be led to go right to these models and make an inspection.

Customers Warm Up.

Here, of course, is the place where the serious salesmanship starts. A clerk will show the stoves. He will take the interested customer from model to model, and if what is wanted is not found there, he will go to another room—further back—where the reserve supply is kept. There is no trouble at all getting an interested customer to go there, but it would be difficult to get one to make that trip who had not warmed up to stoves, as it were.

Undoubtedly it is wise to have stoves so arranged that they will be apparent to the casual customer. That is worthy of thought by all dealers just now. If your store is of such shape that a front display is impossible, why, make the best display that is possible. But certainly have stoves visible.

Do Not Cut On the Price of Stoves

Reasons Why the One Price Principle Should Be Rigidly Adhered To—The Practice of Cutting Leads to Difficulties—Sales Can Be Made Without Cutting Price.

"There is one piece of advice that I would like to impress on the retailers this fall," said a stove manufacturer. "And that is: Don't shade your prices in stoves. Have one price and stick to it. This is the best policy, I believe, at all times, but it applies particularly at the present time."

"The stove trade this fall," he continued, "promises to be exceptionally brisk. With so many new homes which have gone up during the year to be equipped and new families flocking in. The live and aggressive dealer has a large field to work on. He should be able to make sales without resorting to the foolish expedient of price cutting."

"Cutting price not only reduces the profit of the dealer, but it provides trouble for the future. With such good prospects for trade ahead, dealers would do well to stoutly adhere to the one-price principle."

This point cannot be urged too strongly. The profit on a stove sale is certainly not too large when everything is considered. A reasonable profit only is allowed. If the price is cut it simply means that the dealer does not secure on the sale the profit that they should get. Instances are fairly common where cuts are made of such size that the dealer actually lost money on the transaction. Conditions in Canada are prosperous. People have money to spend and are reasonably inclined to spend it. There should be no difficulty in securing the regular price for stoves this fall; in fact, there will not be in a majority of cases. To sell a stove for $5 less than it would ultimately bring is the extreme of folly.

As a matter of general principle, it is inadvisable to cut a price. Consider it this way. Robinson, the hardware dealer, sells a range to Brown for $47. Jones comes along some time after and looks at the same kind of range. He likes it but haggles over the price. Robinson is anxious to close the sale and finally brings his price down to $42, at which Jones closes. Brown afterwards finds out from Jones the price he paid. Any wonder that Brown is "sore" and transfers his business to the opposition hardware store?

That's the way it works out every time. It is better to lose a sale or two than to involve oneself in the difficulties which price cutting invariably brings. It is not often that a sale is lost through refusal to cut. The average buyer haggles over price on general principles. He may mentally decide to take that stove but he does not let the salesman see it until he has found out what he can do with him in the matter of price. It is probably good business on the buyer's part. If he can beat the salesman down it is just like so much cash in his pocket. If the salesman gives in the customer is very likely to try the same tactics whenever he comes back for other goods.

If the salesman holds out, the customer buys anyway. This does not apply to all cases, of course, but to the majority. If a customer likes a stove but makes it quiet clear that the price is too high, it is better policy to show a slightly cheaper grade of stove than to cut the price of the first one.

—⚙—

STOVE WINDOW CONTEST.

The attention of all interested in window trimming is directed to the stove window contest of Hardware and Metal.

In order to create more interest in the subject, Hardware and Metal has decided to hold a stove window contest. Photographs of stove window displays will be received at this office and for the one adjudged the best a prize of $10.00 will be awarded.

In addition to that, the sum of $1.50 will be paid to all contestants who fail to secure the prize, but whose display is deemed worthy of reproduction.

The contest will close on Saturday, October, 26.

Contestants must send in a brief description with photograph, outlining details of construction and telling what results were achieved. It is important that the description should be made lucid and complete.

Address to "The Editor, Hardware and Metal, 143-149 University Avenue, Toronto," and mark on envelope "For stove window contest."

—⚙—

A NEW METAL.

Because of the fact that it should greatly effect the marketing of polish, the discovery of a new mineral in New Brunswick should be of interest to the hardware and metal trade. No name has yet been given except the "Paint and Polish" Metal, the reason being that it is believed to contain valuable properties which will aid in the formation of paint and polish. It has been analysed and found to contain silica, alumina, potash, magnesia, a trace of copper, and a large percentage of iron. The discov-

ery was made by A. R. Lomax, on his farm at New River, Charlotte County, and he has refused an offer of five figures running quite high, for the same, as he is holding out for a larger sum.

A KEEN SALESMAN.

"Excuse me," said the stranger as he stepped inside. "Is this Mr. Markham's office?"

"No," replied the man at the desk. "His office is on the floor above."

"Thank you," said the stranger, as he went out, leaving the door open.

"Hey, there!" yelled the other. "Come back and close that door! Haven't you any doors in your house?"

"Yes, sir," answered the stranger, who had again stepped inside and closed the door, "but they all have springs on them.

"Allow me to show you my patent double back action door spring.

"It closes the door without a bang, and is warranted to last 99 years.

"If it doesn't you get your money back. The price is only 3s., but seeing it's you, I'll let you have one for 9d. Thank you, sir. Good morning!"

Weekly Market Reports---Stoves

MARKET FIRMS UP.

As will be noted below, a number of prices have firmed up.

The demand for stoves is now very heavy, and the manufacturers are making shipments as fast as their facilities will permit them. The movement of stoves to the West is very marked.

MONTREAL.

Montreal, Sept. 26.—During the week there have come a number of advances which bear directly or indirectly upon the stove and furnace trade. These advances lend considerable interest to one market, but apart from them the increased number of orders demands attention. Business is becoming exceedingly good, and private advices, which manufacturers are getting from the West, leads to the belief that no damage to crops will put a damper on a fall's prosperity. Throughout the province the continued rains have done some damage, but the harm is not so serious that it will have any very harmful effect upon collections.

Canada Plates Up.

Perhaps the advance of most importance is that in Canada plates, these having been raised 10 cents. Lead pipe too is on a new level, 50c in excess of the old. The discount on traps and bends has been changed, this now being quoted at 30 per cent. instead of 40. Solder has been raised 3c a pound, and galvanized sheets are up 10 cents. Those changes will make a difference, especially to men who are doing a large business in furnaces.

Ranges and Heaters.—The demand has increased greatly. The weather makes a warm kitchen necessary, and it makes heaters seem desirable. These stoves are now being quite largely ordered—especially from the lower townships.

Gas Stoves.—There is still a demand, though a much smaller one than is felt in the spring. New houses being completed make these cookers seem very necessary.

Furnaces and Radiators.—The call here is exceedingly large. Difficulty is being experienced in filling orders. Radiators are in such demand that it is simply impossible to fill orders promptly.

For coal oil stoves the demand is growing. Also the call for coal shovels, hods and stove pipes is large and constantly growing larger.

TORONTO.

Toronto, Sept. 26.—The rapid increase in activity which generally manifests itself on the stove market at this time of year is now very apparent. Every day seems to bring about an increase in orders. Shipments are getting heavier. In fact, most of the manufactureres are sending out just as many stoves as their facilities will permit.

The bulk of the business at present is westward. The manufacturers are anxious to get supplies to westward points before navigation closes, and they are not losing any time about it at present. The West has had such unprecedented growth that the demand for stoves is heavier than ever before. "We could sell the whole output of our works in the West this year," was the statement of one manufacturer. He was not exaggerating. If the stove men had the facilities to meet the demand resultant from a thorough exploitation of the western field, then output would be very much larger than it is at present.

The demand from eastern points is showing a very determined and satisfactory advance also. There is every evidence, in fact, that when the fall winds begin to manifest themselves, there will be such a rush that a shortage may be felt.

Ranges.—The demand for ranges promises to completely outdo past records. There is already a healthy demand for immediate shipment. The season is sufficiently advanced to enable the dealers to make steady sales and this in turn creates a call for supplies from the manufacturers. "We are shipping them out as fast as we can," is the report received on all hands.

Heaters.—Although the activity in heaters is not nearly so pronounced, business is now becoming brisker. Shipments are being made. Dealers do not as a general rule however desire very early shipment on heaters, and the present season has been no exception to this rule. It will not be long before all will be clamoring for shipment; and some will have to wait.

It is believed that there will be quite a good increase in the output of heaters this year. Present indications point that way.

Oak Heaters.—There is a splendid demand for oak heaters. This style of stove is much in demand in the fall. Sales have been heavier than in past seasons. There has been a particularly good demand from the northern and western sections.

Gas Ranges.—There is still some call for gas ranges, but the business being done is mostly in the way of making shipments on orders placed some time ago.

Furnaces.—The season is now well enough advanced to give the furnacemen full swing. To say that they are busy would be putting it mildly. The manufacturers have already seen so much business placed that they can see a good market for their output.

It is understood that in some sections it is being found very difficult to secure good furnace workers.

WINNIPEG.

Winnipeg, Sept. 23.—That there is something doing in stoves just now is very apparent to anyone visiting manufactureres or wholesalers warehouses for there is a hum of more than usual activity and heavy shipments are going out daily.

The damp, chilly weather of the past few days and light frosts have no doubt greatly stimulated both wholesale and retail trade, and there will be plently doing during the next two months.

There is an ever-increasing demand for gas and electric stoves, and cooking apparatus, both of which are becoming popular among the more wealthy people in the city. At the same time the gas stove has become the understood apparatus in all apartments, blocks and tenement houses.

Methods of Retailing Paints and Varnishes

Dealers Should Look to the Future

No Man Should be Satisfied Unless he is Making a Yearly Increase in His Paint Sales—How One Dealer Doubled His Yearly Turnover—It is Impossible to Stand Still in the Retail Business.

This is an age of perpetual motion. You cannot stand still; if you are not battling forward, you are being shoved back. This may sound like a repetition of a time-worn platitude, but it contains so much truth for the retailer that it will bear repeating, not once, but many times.

No dealer can afford to merely hold his own. Demand is growing in all lines and the possibilities of trade are much wider than a few years ago. If one dealer does not get his share of the increased business, the whole of it is going to his opposition. Thus the opposition dealer is gaining strength which will enable him in time to wrest away from the first dealer the business he has been holding as his own.

Apply this truth to the conduct of the hardware business and then in turn to the paint department. The lesson to be derived stands out clear and strong. The hardwareman cannot be content to sell just as much paint as he did last year. He must reckon on the fact—for it is a fact—that more paint is going to be sold in his locality than ever before and make sure that he gets at least his share of the extra trade. This he can do by improving his services and showing an increased interest in that department.

Eye of Paint Faith.

The dealer who "shows an increased interest" will soon be found doing many things which had never occurred to him before as necessary or even feasible. He may not have kept his stock in a prominent part of the store; he may not have arranged paint window displays; he may never have bothered to find paint prospects. Get him interested in the department and he will soon begin to realize that he has been foolish to leave his stock so completely in the background. He will see that it is advisable, nay essential, that a more prominent position in the store should be provided. He will start to arrange window displays and every good opportunity will find him briefly talking paint to customers. In other words, he will look on things with the "eye of paint faith." His view point will be changed.

It is only when a hardwareman has been brought to a realization of the possibilities of paint that he begins to plan for the future. He sees that the demand for paint is just beginning, that the future will see an ever-increasing consumption; and he lays his plans accordingly. This opinion is from a retail hardwareman who has "made good" in the paint business: "No dealer should feel satisfied unless he increases his paint sales 20 per cent. each year. People are beginning to find out how essential paint is and what valuable functions it performs. The dealer who cannot make sufficient use of this growing sentiment to add 20 per cent. to his business each year is missing a splendid opportunity."

The experience may be quoted of a certain Ontario dealer. He had been in business a good many years in one of those old towns which never seem to grow any. His business paid him pretty well. Then suddenly the old town started to grow. What started it no one ever found out, but the movement, if imperceptible at the first, gained momentum as it progressed until a fair imitation of a boom set in. Mr. Hardwareman came out of his trance with a start one day. It was whispered to him that a third store (there had always been two) was going to be started. Trade had undoubtedly "spruced up" a lot since the new sawmill had started and work had been commenced on some other industries but, figure it as he liked, the hardwareman could not see where there would be room for three stores. It would be a case of the survival of the fittest and a strong desire stirred within him to be one of the survivors. Accordingly, he began to make himself the "fittest."

One of the departments of his business into which he proceeded to inject new life was paint. He had always done what he considered to be a pretty fair paint business—about $250 a year. The year's sales seldom varied more than a few dollars from the years which had gone before. The paint had been kept at the rear. Customers who entered the store could always see the paint,—if they went far enough back and boasted a remarkably good pair of eyes.

He moved the paint up on one side of the store, the new location being indicated on the accompanying chart by the figure 2. Business that year ran about $315. Encouraged by this improvement, he moved the stock farther up, placing it in the section marked 3. Here it was clearly visible to all who entered the store. The year's sales showed quite a remarkable stimulation, the total being a trifle over $500.

It must not be concluded, however, that this increase was due solely to the change in position of the department. The dealer had discarded his antiquated ideas and methods in every other respect. He had kept his stock clean and well sorted up. Window displays of paint had become common. He had done a little advertising and had mailed out some literature. The fact that he had a little better than doubled his business in two years was owing to the general thoroughness of his campaign.

The third store, by the way, was never started. The abandoning of the project did not result in our dealer slumping back into his old habits. He is keeping up the good work and expects this year to do considerably more business in paint—and in other lines as well—than ever before.

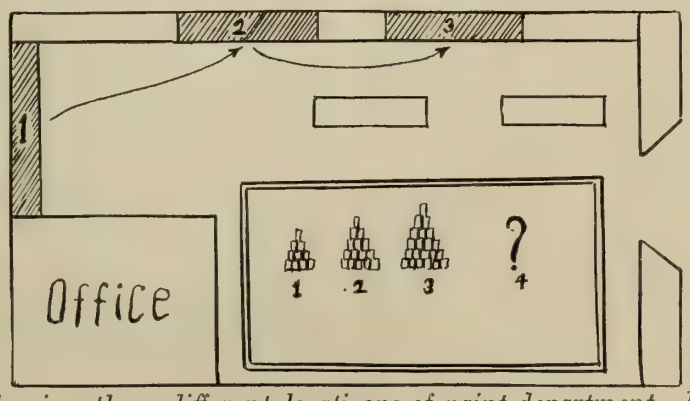


Chart showing three different locati ons of paint department—How Sales Made in Each Location Compared.

To Sell Paint, Go Where Paint is Sold

This Has Proved to be Good Advice — Dealers Are Fooling Themselves Who Say Their Isn't Much Paint Business to be Had. Their Fields Need Developing, That is All.

There is an expression, much used among boys, which runs like this. "Don't judge others by yourself." If a youth accuses another of some cowardice, or of some malicious action, he is told "not to judge others by himself." The expression inverted might well be urged as a motto for business men. Don't judge yourself by others. Don't think yourself a failure if you are not doing as much as some other. Don't think yourself a great success if you are doing as much as your neighbor. Don't let your neighbor be a standard for you.

Many business men are setting up such a standard. Said one, in speaking to the writer a little while ago, "There is not a great deal of paint business to be secured in this district. My account is poor, I know, but I do as much, probably a little more, than my fellow-hardwareman. There simply is not the business to do."

Watching Neighbor Instead of Planning.

This man was considering his paint department as good as it could be because it was as good as his neighbor's. He was watching his neighbor instead of planning for himself. He was holding his own, and never thought of making something more to hold.

This man was right in a way when he said, "there is not a great deal of paint business to be secured." As the territory stood there was not, but the territory did not have to remain that way. It was a populated territory. The fact that the paint demand was small, and had been small for years, made it more full of possibilities. All that was necessary to make the paint department one of the busiest in the store was to put a little emphasis upon paint. The fact that the dealer was selling as much paint as his neighbor was not enough. It would have been better for him had his neighbor done a large paint business. One principle about the sale of paint is simply this, that the more sold in a certain district, the more there will be sold.

A Traveler's Failure.

A story is told of a young commercial traveler who was sent out to represent a collar house on commission. He came back very much discouraged. He had sold no collars at all.

"What was the matter?" asked the sales manager.

"I don't know," came the reply. "I went to a territory which had never been worked before. The men weren't wearing collars. I had no opposition. I should have been able to sell there."

"My son," replied the wise old sales manager. "When you want to sell collars go where collars are thickest. Seek out a place where there is competition. The competition will have done much to create a demand for your line. Collars can be sold by thousands, on Broadway, where competition is fierce; but no man can sell collars where collars are not worn."

How Paint is Sold.

So it is with paint. The man who says he is getting his share of the business is all wrong. He merely means that he is getting as much or more business than his competitor. He is certainly not getting all the business that he might naturally expect. No man is, unless he is using his windows, the advertising helps the manufacturers send out, the advertising columns of the daily or weekly papers—all of these, plus his own personal ingenuity, to make people realize the need they have of paint.

There are instances to hand. Probably every dealer can think of a town where but little paint is sold. He will find this not unlike other towns, of similar size, where the paint business is large; not unlike except for the hardware dealers. In the one case they will be lackadaisical, take-things-as-they-come, men, in the other they will be virile, make-things-come, men.

Sales Compound.

There is a place of 3,500 inhabitants in the eastern part of Ontario where four paint manufacturers have their best account for any place of the size. Four manufacturers have a remarkably large account—think of that. Yet the place is not in any respect different from other towns of 3,500. It is rather a sleepy town, but the sleepiness has not reached the hardwaremen and their clerks. They are up and doing. Competition is keen. One man is always thinking of a scheme which will enable him to put his goods before the public more attractively than his competitor. All have studied paint carefully. They have given it a good position in the store. They have shown the protection which paint gives against the weather. They have advocated painting buggies, wagons, barns. To the women they have talked interior painting, and exterior house painting. They have talked this way by word of mouth, through windows and through newspaper advertisements. So sales came, and each sale made another easier.

This one place, according to the dealers, is getting a better paint section each year. There is no sign that the field is being over-worked, or worked out. Still there are many houses, barns and carriages which need paint. Some of those which were painted two years ago would be better for another coat, and the owner, having seen what a small expenditure in this way would do, is quite ready to pay the price for that extra coat.

Where Fear Comes in.

No, there is really no reason for a dealer to fear working a territory too hard. The future of paint is greater than can be seen at present. The tremendous advances of the past five years will more than likely be surpassed. There is no fear for the future, but there is fear for the future of the man who is content to "hold his own," to do as much as his neighbor.

Hardware Letter Box

Address of Rochester Co.

Ricard Bros., Sudbury, Ont.—"Kindly give us address of Rochester Co., manufacturers of stove drum heaters."

Editor.—Rochester Radiator Co., Rochester, N.Y.

Hoosier Kitchen Cabinets.

The Steele Hardware Store, Parkhill, Ont.—"Who manufactures the Hoosier Kitchen Cabinet in Canada?"

Editor.—Hoosier Manufacturing Co., Newcastle, Ind., are the sole manufacturers of this cabinet.

I.X.L. Farriers' Knives.

Jas. Simmonds. Limited, Dartmouth, N.S.—"Can you give us name of firm manufacturing I. X. L. Farriers' Knives?"

Editor.—Geo. Wostenholme & Sons, Sheffield, Eng.

Ground Bone.

Sumner Co., Moncton, N.B.—" Kindly advise us where we can procure ground bone for case hardening."

Editor. — Montreal Abattoir Co., 139 Mill St., Montreal; Wm. Ewing Co., McGill St., Montreal.

FOUND IT GREAT HELP.

Guelph, Sept. 9.

I am sending money order for $3.00 which pays my subscription up to Feb. 12, 1913. I have found your paper an exceptionally great help as to market prices and a good paper for general hints and helps. Clyde B. Epps.

Are Your Stocks Right for Our FALL PAINTING CAMPAIGN to Help Dealers?

We are about to advertise fall painting to the consumer. We turn over the business created to the nearest local M-L Dealer. We make it our policy to help the dealer sell our product. We rigidly guard the quality of our M-L Paint and other lines to give successful results for the dealer's benefit.

We think the M-L Line is a good line to handle. If you think so, remember how glad we are to give you free samples and color cards. **Write us.**



M-L Floglaze

is a perfect, hard-wearing finish for indoor furniture and woodwork. It also finishes buggies, farm implements, outdoor furniture, etc. Samples on request.

M-L Paints

are ready-mixed, made from the purest pigments and materials. They have good covering power and long service. In tins of all convenient sizes.

M-L Flat Water Colors

are applied to plaster, giving a dull matt effect, easily washed and non-spotting. In tins. Ask for cards.

M-L Elastilite

a safe, easily-applied high-gloss varnish for indoors and out, except floors. Weather proof. Good results are invariable. In tins for the local trade.

The Decorative Aid Department Helps You to obtain and hold business. Color schemes furnished free. Technical advice on paint questions. Stencils furnished for interior decoration work to help dealers develop this business. Use this department.

Imperial Varnish and Color Co., Limited, Toronto

Winnipeg Warehouse; 108 Princess St.

Factory: 6-24 Morse Street

Vancouver Warehouse: 365 Water St.

THE PENNANT WINNERS

In the world of sport, as in business, honors are won through merit.

Sentiment plays no part in the choosing of players for a winning ball team—every likely looking newcomer is given a chance. Each man must have the ability to make good—and make good. Nothing but merit "goes."

The dealer who sells a certain brand of paint from sentimental reasons, is living in a past age. When a new man comes along with a superior paint to the line carried by an old and time-honored friend, it is up to you, as a progressive business man, to let "merit" and not "sentiment" decide.

"High Standard" Paint excels in service—working, hiding, covering and lasting service—this is not a sentimental statement—it is a cold fact. The merit of the paint merits the statement and we are ready to prove it to you.

COME—OBEY THE IMPULSE—PUT US TO THE TEST.

Lyon-Monkhouse
Limited
WINNIPEG

Lowe Brothers LIMITED

TORONTO
DAYTON NEW YORK
CHICAGO
BOSTON KANSAS CITY

Weekly Market Report --- Paints

GLASS TO ADVANCE.

Chief interest centres in the glass situation. It is accepted as a certainty now that very substantial advances in price will come as a result of the nation-wide industrial troubles in Belgium.

The price of dry white lead has been advanced.

MONTREAL.

Montreal, Sept. 26.—For a change there have been practically no changes in prices this week; but the glass situation is such as to lead to much speculation upon the possibility or probablity of an advance there. Definite word from Belgium is not forthcoming. From what is known, however, it seems that this is a good time to place orders. There is a reasonable possibility, if not a likelihood, that a strike will start which will make a higher price for glass necessary, and there is really no reason to expect that a lower level will be struck.

Only One Advance.

The one advance made during the week is one of 25c in the price of red dry lead. This, of course, is the result of the advances in pig lead.

White Lead.—Generally prices here have remained steady, and it is likely that they will for some little time now. Another advance may be struck but this does not seem likely to come immediately.

A large amount of buying is being done, and the manufacturers are still unable to catch up with their orders.

Linseed Oil.—The greatest interest here with reference to the future. What will the harvest be is the great question. Weather is uncertain, but the crops have advanced so far that there is now a smaller chance of any real damage resulting even from frost. From the acres sown it seems that a good crop of flax seed is sure to be obtained.

Here prices remain at .80 and .83 as last week. There is a fair demand, which quite satisfies the handlers.

No Word From Belguim.

Glass.—The threatened strikes, talked of in the newspapers, and said to be promised by those Belgians who are anxious to secure the universal franchise, are the cause of much uneasiness. Local handlers of Belgian glass state that they are rather in the dark. They do not know if the newspaper stories are true. Some are inclined to think these are exaggerations. Certainly they will hear from the Belgian manufacturers before the trouble actually starts, if indeed, it does start.

The impression seems to be that an advance in glass will be necessary eventually, but that trouble which will bring about such an advance may not come for some time yet.

Large orders are being placed for glass. Evidently a number of dealers understanding the position in Belgium, are determined to cover their requirements.

Putty. — Here, too, the demand is large, though the grinders have been able to fill orders to date.

No Immediate Advance.

Paint.—Orders certainly have fallen off a little, which was to be expected. But so heavy has been the business during the summer that there are yet a number of back orders to be filled. There will be no closing down of paint houses this winter.

The question of an advance in paint is in abeyance for the time. The great advance in lead makes this seem almost necessary, but the determination is to maintain the present figures for a time at least.

TORONTO.

Toronto, Sept. 26.—No changes in price have been made since last writing but it is highly probable that the near future will see radical developments in at least two commodities. In the meantime, business is extremely brisk for this time of year. There is a steady demand for practically all lines, and, considered in toto, the bulk of business is large. "We are finding conditions much more brisk than is usual during the fall of the year," said one paint manufacturer. "There has been a particularly good demand for prepared paint."

The feature of the market is the threatened advance in glass as a result of the trouble in Belgium. The glass situation is being watched very closely.

More Advances?

White Lead.—Will there be further advances in white lead? Although it is impossible to say with any certainty at the present time if there will be any necessity to put the price higher, the general impression seems to be that the necessity will undoubtedly arise before long. That the condition of the pig lead market pressages advances is believed here. How much farther the price will go before high-water mark is reached is, of course, very largely a matter of conjecture. The prevailing price here is $8.40.

While the supply of white lead here is not yet large, it is stated that there is enough on hand to meet the demand. The call for white lead is still active.

Glass Will Advance.

Glass.—There does not seem to be any doubt on this score. If the national strike in Belguim comes to a head—and there is now every reason to believe it inevitable—the Canadian trade will have to depend on American glass which will mean a very considerable advance in the price. Opinions differ as to the probability of a shortage. Some contend that the United States makers will not be able to supply the demand. Others believe that they will. All agree that stocks at present are only average and that larger imports than usual will be needed to meet the demand.

Linseed Oil.—The price of oil has not changed, raw selling at 83 cents and boiled at 86 cents. There is a fairly good demand. It is understood that the price in England continues high. The local quotations are undoubtedly low, in view of the market conditions.

Turpentine. — There has been no change in turpentine, the price remaining at 61 cents. This is a low figure but the primary markets at Savannah and Jacksonville have been very weak during the past few months. The demand is normally large for this time of year.

Putty.—There is a good demand now for putty. Prices are firm.

Prepared Paint.— Judging from the orders which continue to pour in, there is a great deal of fall painting being done. Certainly, the dealers are ordering in satisfactory bulk. Varnishes are also very much in demand.

WINNIPEG.

Winnipeg, Sept. 23.—Since the reductions mentioned in last report, linseed oils and turpentines have been steady. A further advance in white lead may be anticipated in accordance with the constantly stiffening prices of other lead products.

Wholesalers report a first-rate sorting trade in all lines, and a heavy movement of window glass and kindred supplies.

The weather during the latter part of the week has been unfavorable to outside work of which there is yet an immense amount to be done in the city.

There has been a brisk movement of floor paints, interior paints, stains and varnishes, kalsomines and other lines utilized in fall renovating and cleaning. The outlook generally is good.

B-H "ENGLISH" PAINT

70% PURE WHITE LEAD – 30% PURE WHITE ZINC

100% PURE PAINT

Here is the Evidence on

B-H "ENGLISH" PAINT

Every can of **B-H "English" White Paint** that leaves one of our factories bears the following guarantee:—

We guarantee this B-H "English" White Paint is made from Brandram's B.B. Genuine Government Standard White Lead and Pure Zinc White in the following proportions:

70 per cent. Pure White Lead
30 per cent. Pure White Zinc
(100 per cent. Pure)

Mixed ready for use with Pure Linseed Oil, Turpentine and Dryer.

On every can of **B-H "English" Paint** where the shade can be made on a white base there is a guarantee label reading as follows:—

We guarantee the white pigment forming the base of this paint is made from Brandram's B.B. Genuine Government Standard White Lead and Pure White Zinc, in the following proportions:

70 per cent. Pure White Lead
30 per cent. Pure White Zinc
(100 per cent. Pure)

The various shades are arrived at by adding Tinting Colors, and mixed ready for use with Pure Linseed Oil, Turpentine and Dryer.



B-H "English" Paint will be sold in your town. If the agency is still open you have the opportunity of securing it. **Write to-day for 1912 price list and details of selling plans. Address our nearest office.**

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's, per lb..8 50 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c.; White Brass, 45c.; Metallic, 45c.; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Alluminoid, 8c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 4c. per lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c.; "A," 20c.; "B," 15c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co.—Magnolia, 25c.; Defender, 23c.; Mystic, 17c.; Kosmic, 15c.

BOILER PLATES AND TUBES

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 50	2 60
Tubes, per 100 ft., 1½ in..	9 95	10 00
" " 2 "	8 65	8 70
" " 2½ "	11 00	11 00
" " 3 "	12 60	12 70
" " 3½ "	15 75	15 80
" " 4 "	20 20	20 30

BRASS.

Spring sheets, up to 20 gauge..	0 27
Rods, base ½ to 1 inch, round.	0 23
Tubing, seamless base, per lb..	0 26
Tubing, iron pipe size, 1 inch base	0 26
Copper tubing, 4 cents extra.	

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.

Standard Compression work, 65 p.c.

High grade compression work, 60 p.c.

Cushion work, 55 per cent.

Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.

Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.

J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.

J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.

Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.
Casting ingot	$19 00
Cut lengths, round bars, ⅛ to 2 in.	27 00
Plain sheets, 14 oz., 14x48 inches, 14x60 inches	29 00
Copper sheet, tinned, 14x60, 14 oz.	30 00
Copper sheet, planished, 14x60, base	37 00
Brazier', insheets, 6x4	29 00

COPPER AND BRASS WIRE

Brass, 45 & 2½ p.c.; copper, 45 p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto
Canadian foundry, No. 1		19 50
Canadian foundry, No. 2..		19 00
Middlesboro, No 3 pig iron	21 00	22 00
Summerlee, No. 2 pig iron	24 00	25 00
Carron, special	23 50	
Carron, soft	23 00	
Cleveland, No. 1	22 00	23 50
Clarence, No. 3	22 50	23 50
Jarrow		23 75
Glengarnock		22 50
Radnor, charcoal iron	33 75	34 50
Ayresome, No. 3		
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles $.....base	2 50	2 50
Common bar, per 100 lbs..	2 05	2 05
Forged iron, per 100 lb.	2 05	2 20
Refined iron, per 100 lb...	2 15	2 30
Horseshoe iron, per 100 lb...	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	2 10	2 25
Iron finish machinery steel (domestic)	2 25	2 25
Iron finish steel (foreign)..	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 15	
Sheet cast steel	0 15	0 15
Toe calk steel	3 00	3 15
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel..	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

Cold Rolled Shafting.

9-16 to 11-16 inch	0 06
⅝ to 1 7-16 inch	0 05½
1 7-16 to 3 inch	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal.	Toronto
10 gauge	2 50	3 60
12 gauge	2 40	2 65
14 gauge	2 30	2 45
17 gauge	2 30	2 55
18 gauge	2 30	2 55
20 gauge	2 30	2 55
22 gauge	2 35	2 65
24 gauge	2 35	2 65
26 gauge	2 45	2 75
28 gauge	2 50	2 90

CANADA PLATES

Ordinary, 52 sheets	3 00		3 00
All bright, 52 sheets	3 70		4 00
Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x90	8 80	8 80	8 70
20x28x90	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 gauge, per square	5 00
26 gauge, per square	3 95
28 gauge, per square	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best Best
16-20	3 70	3 35	3 60	3 70
22-24	3 75	3 40	3 65	3 75
26	4 15	3 80	4 05	4 15
28	4 35	4 00	4 25	4 35

Colborne Crown—3.65, 3.70, 3.75, 4.00.

Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 gauge, American	3 85	3 80
28 gauge, (26 English)	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE

	List	Black	Galv.
¼-inch and ⅜ inch	$ 5 50	65 p.c.	50 p.c.
½ inch	8 50	70 p.c.	59 p.c.
¾ inch	11 50	74 p.c.	64 p.c.
1 inch	16 50	74 p.c.	64 p.c.
1¼ inch	22 50	74 p.c.	64 p.c.
1½ inch	27 00	74 p.c.	64 p.c.
2 inch	36 00	75½p.c.	65½p.c.
2½ inch	57 50	75½p.c.	65½p.c.
3 inch	75 50	75½p.c.	65½p.c.
3½ inch	95 00	74 p.c.	64 p.c.
4 inch	108 00	74 p.c.	64 p.c.

IRON PIPE FITTINGS

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 65 p.c., 7 and 8 in. pipe, 50 p.c. Light pipe, 60, fittings, 70 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00.

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.

Flat rim enameled sinks, 15x24, $2; 18x30, $2.35; 18x36, $3.50.

HEATING APPARATUS

Hot Water Boilers—47 and 15 p.c.

Hot Water Radiators—45 and 15 p.c.

Steam Radiators—46 and 15 per cent.

Wall Radiators—40 and 15 per cent.

Specials—25 p.c.

OLD MATERIAL

Dealers' buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11¼
Light copper bottoms..	0 09	0 09¾
Heavy red brass	0 10	0 10¼
Heavy yellow brass	0 08	0 08¼
Light brass	0 06	0 06¼
Tea lead	0 02¼	0 02¼
Heavy lead	0 02¾	0 02¾
Scrap zinc	0 03	0 04
No. 1 wrought iron	0 02	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 00	0 03½

LEAD.

	Montreal
Domestic (Trail), pig, 110 lbs.	6 75
Imported pig, per 100 lbs.	6 75
Bar pig, per 100 lbs.	7 00
Sheets, 2½ lb. sq. ft., by roll	8 00
Sheets, 3 to 6 lb., ft.	7 50

Cut sheets ½c per lb. extra.

Cut sheets to size, ¾c per lb. extra.

LEAD PIPE.

Lead pipe, 7½c net.

Lead waste pipe, 9c net.

Traps and bends, 30 per cent.

SOLDER.

	Per lb. Montreal.	Toronto
Bar, half-and-half, guarant'd	0 29	0 29
Wiping	0 27	0 27

SHEET ZINC.

5-cwt. casks	8 25 8 00
Part casks	8 50 8 00

SPELTER.

Foreign, per 100 lb. 7 00 7 25

TIN AND TINPLATES.

Lamb and Flag and Straits—
56 & 28-lb. ingots, 100 lbs. $56 00 $52 00

Redipped Charcoal Plates—Tinned M L S, Famous (equal Bradley)

	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00 7 00
I X, 14x20 base	8 25 8 25
I X X, 14x20 base	9 50 9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 80
I. X., 14x20 base	5 80
I. X. X., 14x20 base	6 50

Bright Cokes

Bessemer Steel— I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne

Dean or J. G. Grade— I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade— XX, 14x56, 50 sheet bxs.) XX, 14x60, 50 sheet bxs.) XX, 14x65, 50 sheet bxs.)	7 00

Tinned Sheets.

72x30 up to 24 gauge, case lots	8 00	7 35
72x30 up to 28 gauge, case lots		7 85

WIRE.

Annealed Cut Hay Bailing Wire.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90.

F. o. b. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.

High Carbon, No. 9, $2.00 in cars.

Fine Steel Wire.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c.; oiling, 10c.; in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c.; in 1-lb. hanks, 25c.; in ½-lb. hanks, 35c.; in ¼-lb. hanks, 50c.; packed in casks or cases, 15c.; bagging or papering, 10c.

Hay Wire in Coils.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

Galvanized Wire.

From stock, f.o.b. Montreal—100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55; 14, $3.15. In car lots straight or mixed.

Poultry Netting.

2-in. mesh, 19 w.g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

Poultry netting staples, 55 per cent.

Smooth Steel Wire.

No. 0-9 gauge, $2.25 base; No. 10 gauge, 5c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra. Add 60c for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c, spring wire $1.25, bright soft drawn 15c, charcoal (extra quality) $1.25, packed in casks or cases 15c, bagging and paperings 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles 25c, in 1-lb. hanks, 50c, in ½-lb. hanks, 75c, in ¼-lb. hanks, $1.

Wire Cloth.

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

Wire Fencing.

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.

Dominion special field fencing, 33 1-3 p.c. small lots; extra 5 p.c.

F.O.B. Montreal.

Wire Rope.

Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires ⅝, $5. 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.

Galvanized	2 80
Plain	2 80

PAINTS, OILS AND GLASS.

Barn Paint.

In barrels, 1-gal. tins	0 80 0 85
In barrels, 5-gal. tins	0 80 0 85

Beeswax.

Per lb.	0 30

Chemicals.

In casks per lb.	
Sulphate of copper (bluestone)..	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

Colors in Oil.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow, pure	0 15
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure..	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb. irons	0 05

Enamels.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 80
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.

	Per lb.
French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" solder sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 13
" 100 flake	0 10 0 11

Perfection amber ground, No. 1230 0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c, ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	0 12
C	0 11

Paris Green.

	Montreal	Toronto
Drums, 50 and 100 lbs.	0 18¼	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20¾
" ½-lb. "	0 22½	0 22¾
Tins, 1-lb., 100 in case	0 21½	0 21¾

Paris White.

In bbls.	0 90

Pigments.

Orange Mineral, casks	0 08½
" 100-lb. kegs	0 08¾

Prepared Paints.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 80
"New Era" house paint (Windsor	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 80
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English"	2 00
Ramsay's paints, pure	1 70
Ramsay's paints, Thistle	1 40
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	
Jamieson's Crown and Anchor brand	1 80

Plaster of Paris.

Per barrel	0 30

Pine Tar.

Half-pint tins, per dozen	0 60

Putty.

	Standard
Bulk in casks	2 30
" 100-lb. drums	2 50
Bladders, in bbls.	2 80

Red Dry Lead.

Genuine, 560 lb. casks, per cwt	6 25	5 75
Genuine, 100 lb. kegs "	6 50	8 50
No. 1 casks, per 100 lbs.	5 75	4 25
No. 1 kegs, per 100 lbs.	6 00	4 75

Shingle Stains.

In 5-gallon buckets	0 75

Turpentine and Oil.

	Montreal	Toronto
Can. Prime white petroleum, gal.	0 14	0 13
U.S. Water white "	0 15½	0 14½
U.S. Pratt's astral "	0 19	0 18½
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.		0 23½
Benzine, per gal, single bbls		0 21½
Pure turpentine, single bbls	0 62	0 61
Wood turpentine		0 60
Turpentine, second run		0 60
Linseed Oil " Raw	0 80	0 83
" " boiled	0 83	0 86
Rosin, "G" grade, bbl. lots, 100 lbs.		3 35

Varnishes.

	Per gal. cans.
Carriage, No. 1	1 80
Pale durable body	2 80
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 80
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 90
" Union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps, brown japan	1 00
No. 1 brown japan	1 10
Raking black japan	1 35
No. 1 black japan	0 85
Benzine black japan	0 75

GLASS

of Every Description for Buildings

Our Leaded Art Glass is of the highest grade manufactured. Being the largest manufacturers of this line in Canada we can also give you the lowest price consistent with high quality

If you have not already received a copy of our 132 page catalogue, we would be pleased to send one.



HOBBS MANUFACTURING CO. LIMITED

OFFICES AND FACTORIES

London Toronto Winnipeg Montreal

HOW ABOUT YOUR PAINT OIL DEPARTMENT?

If you could find a way to increase the profits in your paint oil department you would at least investigate it, wouldn't you? Then why not take the time NOW to increase your paint oil profit by investigating the

BOWSER PAINT OIL SYSTEM

We have installed systems for many of your fellow merchants—it pays them—it will pay you.

You can get one outfit or a dozen, just as your requirements demand. You don't have to invest much money but you get enormous returns.

The Bowser not only prevents all waste and over-measure, but it gives your store tone and attractiveness. It draws trade because you can give better service and cleaner oil. The pumps measure the oil directly into the customer's can—no measures nor funnels. It computes the charge and counts the gallons.

Send a card to-day for free book No. 15.

S. F. BOWSER & COMPANY, INC., TORONTO

66-68 FRASER AVENUE

For Twenty-seven Years Manufacturers of Self-measuring Pumps, Gasoline and Oil Storage Systems, Dry Cleaning Systems, etc.

Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oildoth	1 50
Lightning dryer	0 85
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish.	2 50
Canada Paint Co.'s sun varnish.	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Ltd. "Gold Medal," in cases	2 25
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 65
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	6 00
Pure white shellac varnish, in barrels	1 75
Pure orange shellac varnish, in barrels	1 60
No. 1 orange shellac varnish, in barrels	1 30

Window Glass.

Size United Inches.	Star	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 00
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 20 and 25 p.c.
Montreal prices, no discount.

Size United Inches	Star
Under 26	$ 3 25
26 to 40	3 45
41 to 50	3 85
51 to 60	4 10
61 to 70	4 35

White Lead Ground in Oil.

	Montreal Per 100 lbs.	Toronto
"Anchor," pure	8 25	8 40
Brandram's B.B. Genuine.	9 25	9 40
C.P.C. decorators, pure	8 25	8 25
Crown and Anchor, pure.	8 25	9 40
Elephant, Genuine	8 55	8 65
Essex, Genuine (Windsor).	....	8 00
Island City Decorators' pure	8 25	8 40
Lily Pure	8 25	8 40
Moore's Pure White Lead.	....	8 40
Monarch (Windsor)	....	8 50
Munro's Select Flake White	8 50	8 65
Purity C.O. Co.'s, Ltd.	....	7 95
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior	8 05	8 15
Sterling Pure	....	8 25
Tiger Pure	8 25	8 40

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over, 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

White Zinc (Dry)

Extra Red Seal, V.M.	0 07¼

White Zinc in Oil.

Pure, in 25-lb. irons	0 10
No. 1 " "	0 07
No. 2 " "	0 05¾

Whiting.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE.

Adzes.

Carpenters', per doz.	12 50	14 00
Plain ship "	18 00	22 00

Axes and Hatchets.

Single bit, per doz.	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	5 00
Barrell hatchets	5 50	6 85

Anvils.

Buckworth, per lb.	0 10¼

Ammunition.

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 3¼ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 30 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust, $10.00 per 100 lbs., net list; cash discount, 2 per cent. 30 days; net extra as follows, subject to cash discount only; Chilled, 40c; buck and seal, 80c; no. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

Augers and Bits.

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	
Tobin High Speed Bits, 50 and 10.	
Tobin Never Choke, 60 and 10.	

Barn Door Hangers.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 00
Double strap hangers, dozen sets	....	6 50
Standard jointed hangers, dozen sets	....	6 45
Steel King hangers, doz. sets	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	6 50
Sovereign	....	7 25
Chicago Friction, Oscillating and Twin Hangers, 5 per cent.		Big
Steel, track, 1 x 3-16 in. (100 ft.).		3 25

Barn Door Latches.

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

Bells.

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

Belting.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 2 in., 60, 10, 10 and 10.
Agricultural, not wider than 4 in., 75 per cent.
Lace leather, per side, 80c; cut laces, 85c.

Bird Cages.

Brass and Japanned, 40 p.c.

Bolts and Nuts. Per cent.

Carriage Bolts, common, new, $1 list.
Carriage Bolts, ⅝ and smaller 70
Carriage Bolts, 7-16 and up
Carriage Bolts, Norway Iron ($3 list) 60
Machine Bolts, ⅝ and less.. 60, 10 & 10
Machine Bolts, 7-16 and up.. 60
Plough Bolts 55, 5 & 10
Blank Bolts 60
Bolt Ends 60
Sleigh Shoe Bolts, ⅝ and less 60 and 10
Sleigh Shoe Bolts, 7-16 and larger 55 and 05
Coach Screw, new list 7
Nuts, square, all sizes, 4¼c per lb. off.
Nuts, hexagon, all sizes, 4¼c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts, 80.

Building Paper, etc.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 65
Tarred Fibre, No. 2 "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain and tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs.	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32" & 60", per 100 lb.	3 00
2 Ply Ready Roofing, per sq.	0 70
3 Ply Ready Roofing, per sq.	0 95
2 Ply complete, per roll	1 15
3 Ply complete, per roll	1 35
Liquid Roofing Cement, brls., per gal.	0 15
Liquid tins Cement	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb.	0 06
Nails, per lb.	0 05
Mop cotton, per lb.	0 15

Butts.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 per cent.

Cement and Firebrick.

Canadian Portland, bags, per bbl.	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement, in wood.	....	3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton.	....	5 50

Chalk and Pencils.

Carpenters Colored, per gross	0 65 0 80
" lead pencils, p. gr	2 40 6 75

Chisels.

Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

Chain.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

Churns.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11. No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

Clamps.

Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 80
Carpenters, 3 feet	3 60

Conductor Pipe.

2 inch, in 10 foot lengths	3 30
" " " "	4 00
4 " " " "	5 28
5 " " " "	7 26
6 " " " "	8 80

Cotter Pins.

Cotter pins, 90 p.c. Montreal.

Copper and Nickel Ware.

Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 & 5 p.c.
Copper pitts, 30 and 5 p.c.
Foundry goods, hollow ware, 45 p.c.

Door Knobs.

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

Door Sets.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

Door Hangers (Parlor)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

Door Springs.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

Draw Knives.

Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80

Drills.

Bit stock drills, 2-32 in., doz.	0 67

Escutcheon Pins.

Steel, discount 50 per cent.
Brass, 55 per cent.

Eavetroughs.

8 inch in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 60
15 " " "	5 25

Add extra 10c per 100 ft. O.G. Round Head Trough.

Factory Milk Cans.

Milk cans and pails, 35 p.c.
Hand delivery and creamery cans, 40 p.c.
Railways cans, 45 p.c.
Cream cans, 40 p.c.
Creamery trimmings, 75 and 12½ p.c.

Faucets.

Common, cork-lined, 35 per cent

Farrier Knives.

Buckworth, 50 p.c.

Files and Rasps. Per cent.

Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	60 2-3
Jowett's (English list)	37½
Spear & Jackson (English list)	35

Forges.

Blacksmiths portable, 135 lbs.	9 85

Galvanized Ware.

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

Grindstones.

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10

Smaller sizes extra.

Hammers.

Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz.	3 20
Sledge, Canadian, 5 lbs. and over.	0 06
Sledge, Masons, 5 lbs. and over.	0 08
Sledge, Napping, up to 2 lbs.	0 09

Harvest Tools.

50 per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

Halters (Snap and Ring).

Jute Rope, ⅜-inch, per gross	8 00
" " ½-inch, per gross	10 50
" " ⅝-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1¼-inch, per doz.	5 20
Web	2 45

Sisal Halters (Snap and Ring).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

Hinges.

Blind, discount 50 per cent.

Heavy T and strap, 4-in., 100 lb. net	7 25
Heavy T and strap, 5-in., 100 lb. net	7 00
Heavy T and strap, 6-in., 100 lb. net	6 75
Heavy T and strap, 8-in., 100 lb. net	6 50
Heavy T and strap, 10-in. and larger	6 25

Heavy T and strap, discount 55 p.c.

Screw hook and hinge—	
under 12 in., per 100 lb.	4 00
over 12 in., per 100 lb.	3 50
Crate hinges and back flaps, 65 and 5 p.c.	
Chest hinges and hinge hasps, 65 p.c.	

Hinges (Spring)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58. No. 51, $7.76; No. 120, $16.10.	
Screen door sets—No. 2250, $14.95; No. 2260, $18.55; No. 2275, $21.85; No. 1192, $19.55.	
Chicago hold back screen door, iron, gro., $12.	
Chicago spring hinges, 15 p.c.	
Triplex spring hinges, 40 p.c.	
Chicago surface floor (6,000), 45 p.c.	
Garden City fire house hinges, 12½ p.c.	
"Chief" floor hinge, 50 p.c.	

Hooks.

Wrought iron hooks and staples—	
⅛ x 5, per gross	2 25
5 lb x 5, per gross	3 40
Bright wire screw eyes, 60 p.c.	
Bright steel gate hooks and staples.	
Iron screw hooks, 60 and 20 p.c.	
Iron gate hooks and eyes, 60 & 20 p.c.	
Crescent hat and coat wire, 60 p.c.	
Stove pipe eyes, kitchen and square hooks, 60 p.c.	

Horse Nails.

M.R.M. cold forged process list, 10th January, 1912.

Size	Length	Price per 25-lb. box.
Nos. 3	1⅝-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2⅛	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

Horseshoes.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co. "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

Horse Weights.

Taylor-Forbes, 4¼c.

Ice Cream Freezers.

White Mountain, 5c per lb.

Knives.

Hay knives, net list.
Clauss, 50 and 25 per cent.

Kitchen Enameled Ware.

White ware, 75 per cent.	
London and Princess, 50 per cent.	
Canada, Diamond, Premier, 50 and 10 per cent.	
Pearl, Imperial, and granite steel, 60 and 10 per cent.	
Premier steel ware, 40 per cent.	
Star decorated steel and white, 25 per cent.	
Hollow ware, tinned steel, 45 per cent. off.	
Enamelled street signs, 40 per cent.	

Kitchen Sundries.

Asbestos mats, 50 p.c.		
Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 50	0 90
Potato mashers, wire, per doz.	0 50	0 70
" wood, per doz.	0 50	0 80
Vegetable slicers, per doz.	....	2 25
Universal meat chopper, No. 1	....	1 15
Enterprise chopper, each	....	1 30
Spiders and fry pans, 50 and 5 per cent.		
Star A1 chopper, 5 to 32	1 35	4 10
" " 100 to 108	1 35	2 00
Kitchen hooks, bright	....	0 60
Toasters, 50 per cent.		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

Ladders.

3 to 6 feet, 12c per foot; 7 to 1 ft., 13c. Extension ladders, 15c per foot up.

Lanterns.

Japanned ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast, per doz.	6 75
Lift Tubular and Hinge Plain, per doz.	5 00

Japanning, 50c per dozen extra.
Prism globes, per dozen, $1.20.
Lamp wick, 50 per cent.

Lawn Hose.

Competition grade lawn hose, 70 and 5.

Lawn Mowers.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do. 4 knives, $6.25; 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

Locks and Keys.

Canadian, 45 and 10 per cent.

Cut Down Your WRAPPING PAPER Expense

Let Us Quote You Prices

Why keep down your profits by paying more for your Wrapping Paper than is absolutely necessary? We manufacture a complete line of all lines of high grade papers and offer them at a price that will effect a saving to every dealer.

WRITE US AT ONCE.

ALEX. McARTHUR & CO., LTD., 82 McGILL STREET MONTREAL

F. J. COX, Winnipeg, Sole Agent for West

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

Good Profits and Entire Satisfaction are Assured

the dealer who handles and boosts

HEINISCH TAILOR SHEARS

They are made from the highest quality materials and by skilled workmen, and have a finish and temper that have enabled us to gain a reputation for which our competitors are continually striving.

We also manufacture Scissors, Tinners' Snips, Trimmers---and guarantee them inferior to none.

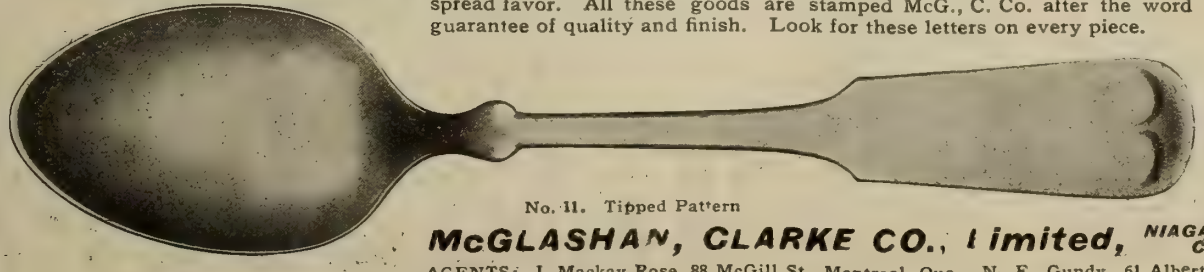
Get them from your jobber.



R. Heinisch's Sons Co., Newark, N.J., U.S.A.

High Grade Cutlery
Electro-Plate and Solid Nickel-Silver Flatware

You will find a strong and profitable seller in our Nevada goods that have found widespread favor. All these goods are stamped McG., C. Co. after the word Nevada, our guarantee of quality and finish. Look for these letters on every piece.



Nevada
McG., C. Co.
Tea Spoon

No. 11. Tipped Pattern

McGLASHAN, CLARKE CO., Limited, NIAGARA FALLS, CANADA

AGENTS: J. Mackay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont. Benj. Rogers, Charlottetown, P.E.I.

HARDWARE AND METAL

Lumbermen's Supplies.

Cant hooks, dozen, from 12 00
Axes, dozen, from 6 60
Axe handles, dozen, from 1 15
Cross cut saws, per foot 0 35
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

Mallets.

Tinsmiths', 2½x5½ in., per doz.. 1 25
Carpenters', round hickory, 6 in., per doz. 1 85
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 6, oak, per doz.... 15 00

Mats.

Wire door mats, standard, 18x24, doz. 9 00

Metal Polish.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in pkge 6 50

Miners Supplies.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lb., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

Mops and Ironing Boards.

Mops, per doz. 1 20 1 50
Folding ironing boards 16 25 18 00

Nails.

	Wire
1—1½ inch	3 30
1¼ inch	3 00
1½—1¾ inch	2 75
2—2¼ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½ inch	2 35
5, 5½, 6 inch (base)	2 30

Cut nails—Montreal, $2.50; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

Oakum.

Plumbers....per 100 lb. 4 50

Oilers.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen..... 10 00
Davidson oilers, 40 per cent.
Tinned and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

Plated Goods.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 10; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 43 per cent.

Pieced Ware.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

Planes.

Wood bench, Canadian, 40, American, 25 per cent.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

Pliers and Nippers.

Button's genuine, 37½ to 40 per cent.

Plough Lines.

Russian snap .....per gross 36 00
Indian snap ..... " 25 00

Pumps.

Berg's wing pump, 75 per cent.

Razors.

	per doz.	
Boker's	7 50	11 00
Boker's King Cutter	....	15 00
Henckel's	7 50	20 00
Gillette Safety, each	....	3 75

Star Safety Razor, 33 1-3 p.c.

Rope and Twine.

Sisal rope 0 09¾
Pure Manilla Rope 0 14½
"British" Manila 0 11
Cotton, 3-16 inch and larger..... 0 34
Russia Deep Sea line, ¼ in. diam. and over, 17; under ¼ in., 18.
Jute, ⅝ and upwards, 10c; under ⅝, 10½c.
Lath yarn, single 0 09
Lath yarn, double 0 09½
Sisel bed cord, 48 feet, per doz.. 0 65
Sisel bed cord, 60 feet, per doz. 0 80
Sisel bed cord, 72 feet, per doz. 0 95
Cotton clothes line, 15 per cent. off.
Bag, Russian twine, per lb. 0 27
Wrapping, cotton, 3-ply twine... 0 26
" " 4-ply twine... 0 30
Mattress twine, per lb. 0 45
Staging " " 0 35

Refrigerators.

Sanderson-Harold, 40 per cent.
Galvanized, 45 per cent.

Rivets and Burrs.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 7½ per cent.
Copper Burrs only, 22½ per cent.
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.
Tinned Rivets, net extra, 3c per lb.
Coppered Rivets, net extra, 2½c per lb.

Rivet Sets.

Canadian, 35 to 37½ per cent.

Rules.

Boxwood, No. 68, 2 foot, doz..... 1 15
Ivory, No. 1282, 2 foot, each 3 50

Sad Irons.

Mrs. Potts, No. 55, polished, per set 0 80
Mrs. Potts, No. 80, nickel-plated, per set 0 85
Mrs. Potts, handles, japanned, per gross 8 40
Common, plain 4 25
" plated 5 50
Asbestos, per set 1 50

Sand and Emery Paper.

Sand and emery paper, 40 per cent.

Sash Weights.

Sectional, 1 lb. each, per 100 lb... 2 25
Sectional, ½ lb., each, per 100 lbs 2 40
Solid, 3 to 30 lbs. 1 65

Sash Cord.

No. 8, per lb. 0 33

Saws.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

Saw Sets.

Canadian discount, 40 per cent.

Screen Doors and Windows

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 23½ inches	1 60
Perfection window screens, 14x16, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

Scales.

Gurney Standard, 35; Champion, 50 per cent.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45, Weigh Beams, 30.

Scythe Snaths.

Canadian, 40 per cent.

Screws.

	Per cent.
Wood F.H., bright and steel...	85 10 12½
" R.H., bright	80 10 12½
" F.H., brass	75 10 12½
" R.H., brass	70 10 12½
" F.H., bronze	70 10 12½
" R.H., bronze	65 10 12½
Drive screws	85 10 12½
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	$5 00
" iron, per doz.	4 25

Screws (Machine).

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 p.c.

Screw Drivers.

Sargent's, per dozen 0 65 1 00
North Bros., No. 30, per doz. 16 80

Scissors and Shears.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

Shelf Brackets.

No. 140, 65 and 10 per cent.

Skates and Hockey Sticks.

Starr skates, 37½ per cent.
Boker, hockey, 30c upwards; spring
Empire hockey sticks, $3.00, $3.60.
Micmac and Rex sticks, $4.00, $5.00.
Pucks, net, $1.50.

Shovels and Spades.

Canadian No. 1 grade, 60 and 2½ p.c. off; No. 2 grade, 55 and 7½ p.c. off; No. 4 grade, 45 and 5 p.c. off.
Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ per cent.

Scoops.

Grade 1, 2, 3, 50 and 5 per cent. off.
Grade 4, 50 per cent. off.

Squares.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

Snaps.

Harness, 25 per cent.

Soldering Irons.

Base, per lb., 28 cents.

Stamped Ware.

Plain, 75 and 12½ per cent.
Retinned, 75 and 5 per cent.
Tinners' trimmings, 75 and 5 p.c.

Sap Spouts.

Bronzed iron with hooks, per 1,000 7 50
Eureka tinned steel, hooks, per 1,000 ..... 8 00

Staples.

Poultry netting, 100 lbs. 5 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 0 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

Stable Fittings.

Dennis Wire & Iron Co., 33 1-3 p.c.

Stove Boards.

Lithographed, 60 and 10.

Stovepipes.

6 and 6 inch, per 100 lengths..... 7 62
7 inch, per 100 lengths 8 18
Nestable, 40 per cent.

Stovepipe Elbows.

6 and 6-inch, common, per doz... 1 22
7-inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, 70 per cent.

Stocks and Dies.

No. 20 Beaver Die Stock 18 75

Stones—Oil and Scythe.

Washita .....per lb.		0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	....	0 10
Deer Creek	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 42
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe .....per gross		3 50	5 00

Tacks, Brads, Etc.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¾ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 75 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 50; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

Tape Lines.

Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., ea. 0 94
" steel, No. 264, 66 ft., each 3 50
Chesterman's linen, No. 1822, 66 ft. each 1 10
Chesterman's Metallic, No. 1821.. 1 95
" Steel, No. 1840, 50 ft.. ....

Trowels.

Disston's, 10 per cent.

Thermometers.

Tin case and dairy, 75 to 75 and 10 p.c.

Tinners' Snips.

Discount 35 per cent.

Tinners' Trimmings.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

Traps (Steel Game).

Newhouse, 35 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

Traps (Rat and Mouse)	Doz.
Out O' Sight Mouse Traps	0 50
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

Vises.

Per pound 0 12 0 12¾
Hinged pipe vise, 25 lbs.... .... 3 55
Saw vise 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

Washing Machines.

New Ontario 41 25
Round, re-acting, per doz. 81 25
Square, re-acting, per doz. 77 50
Dowewell 52 50
New Century, Style A 101 25
Ideal Power 180 00
Daisy 73 25
Stephenson 74 00
Puritan Motor 165 00
Connor, improved 52 50
Ottawa 55 00
Connor Ball Bearing 112 50
Connor Gearless Motor Washer... 180 00
20 per cent.

Wringers.

Royal Canadian, 11 in., dos. 47 75
Eze, 10 in., per doz. 46 75
Bicycle, 11 inch 60 50
Trojan, 12 inch 100 00
Challenge, 3 year, 11 inch 53 25
Ottawa, 3 year, 11 inch 56 25
Favorite, 5 year, 11 inch 61 75
20 per cent.

Wheelbarrows.

Navvy, steel wheel, dozen 21 20
Garden, steel wheel, dozen 32 40

Whiffletrees.

Tubular steel whiffletrees, 28 in... 0 70
" " " 34 in... 1 00
" " " 36 in... 1 25
" " neckyokes, 36 in.... 1 05
" " doubletrees, 40 in.. 0 95
" " lumbermens, 44 in.. 1 15

Wood Handles.

Second growth ash fork, hoe, rake and shovel handles, 40 per cent.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Carriage neckyokes and whiffletrees, ash 35, hickory, 40 per cent.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 per cent.
All other ash goods, 40 per cent.
All hickory, maple and oak goods, 35 per cent.

Wrenches.

Agricultural, 67½ per cent.

Wrought Iron Washers.

Canadian, 50 per cent.

WINNIPEG HARDWARE QUOTATIONS.

Ax Handles—Oval and octagon, s.s. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

Augur Bits—"Irwin" bits, 47½; other lines, 70 and 10 per cent.

Barb Wire—Lyman 4 pt., $1.86 f.o.b. Fort William; $2.26 per spool of 80 rods f.o.b. Winnipeg; Guidden 2 pt., $1.74 f.o.b. Fort William; $2.12 per spool of 80 rods f.o.b. Winnipeg; Baker 2 pt., $1.73 f.o.b. Winnipeg; Waukegan 2 pt., $1.74 f.o.b. Fort William; $2.12 per spool f.o.b. Winnipeg; Alberta 2 pt., $1.73 f.o.b. Fort William, $2.06 per spool f.o.b. Winnipeg; American special, 2 pt., $1.45 f.o.b. Fort William; $1.73 per spool f.o.b. Winnipeg; plain twist, $2.80 f.o.b. Fort William, $3.30 per 100 lb., f.o.b. Winnipeg; coil spring wire, No. 9, $2.07 per 100 lbs., Fort William; $2.50 at Winnipeg.

Bolts—Carriage, ⅝ and smaller, 65; 7-16 and larger, 55; machine, ⅝ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3 small lots, 2½; stove bolts, 77½.

Bar Iron—Bar iron, $2.80; Swedish iron, $4.25; sleigh shoe steel, $2.45; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—$3.25 per keg base. Wire nails, base, $2.80 Winnipeg; $2.95 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates—Half-polish, 6 and 7-inch, $3.50; 8-inch, $3.75; full polish, 6 and 7-inch, $4.35; 8-inch, $4.60.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

Galvanized iron — Apollo, 16 gauge, $3.80; 18, $3.65; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾ oz., $4.80; Queen's Head, 20, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware—37½ per cent.

Grindstones—Per 100 lb., $1.85.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1 $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.95; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

Harvest Tools—50, 5 and 5 per cent.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe—Black, per 100 feet: ¼ inch, $2.35; ⅜ inch, $2.40; ½, $3.25; ¾, $3.80; 1 inch, $5.55; 1¼, $7.55; 1½, $9.00; 2, $11.40; 2½, $18.25; 3, $24.00; 3½, $31.50; 4, $36.00; 5, $45.45; 6, $58.90.

Galvanized pipe—½ inch, $4.30; ¾, $5.15; 1 inch, $7.70; 1¼, $10.00; 1½, $12.00; 2 inch, $15.50; 2½, $25.80.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting—67½ per cent.

Pig Lead—$7.25. Lead Pipe—Full coil, $8.25 per cwt.; cut coil, $9.25 per cwt.

Lead Waste—$7.00.

Rivets and Burrs—Iron rivets, 65 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 9¼c; Pure Manila, 13¾c; British Manila, 10¼c; lath yarn, 9c.

Staples—Bright wire, $2.80 f.o.b. Fort William; $2.90, Winnipeg.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ per cent.; No. 3, No. 4, 50 and 2½ per cent.; No. 1 scoops, 50 and 5 per cent.; all other grades, 45 and 5 per cent.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $32 per cwt.

Screws—Bright iron round head, 80 and 10 p.c.; flat head, 85 and 10 per cent.; round head, brass, 70 and 10 per cent.; flat head, brass, 75 and 10 per cent.; coach, 65 per cent.

Staples—Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

Linseed Oil—Raw, per gal., 98c; boiled, per gal., 95c.

Turpentine—Per gal., barrel lots, 70c.

Dry Colors—White lead in ton lots, decorators' pure, $8.75; decorators' special, $7.75; in small lots advance price 25 cents per cwt.; red lead, kegs, $6.50; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3c, 3½c; English purple oxides, in casks, 3½c; less quantities, 4c per lb.

Putty—Casks, $2.90 per cwt.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

Paris Green—22 cents per 112-lb.

Paris Green—21½ cents per 112-lb.

FOR INSIDE PAINTING

THERE IS NOTHING LIKE

JAMIESON'S Velvex

THE PERFECT FLAT ENAMEL

It produces that soft, restful finish so much in demand to-day, and yet it will stand repeated washing without losing its tone.

YOUR CUSTOMERS WOULD LIKE IT.

WHY NOT STOCK IT FOR THE WINTER TRADE ?

LET US SEND YOU COLOR CARDS.

R. C. Jamieson & Co., Limited

ESTABLISHED 1858

Owning and Operating

P. D. Dods & Co., Limited

Montreal and Vancouver

MURESCO

30,000,000 POUNDS SOLD IN 1911

WHY?

BECAUSE

It covers more surface and covers it better with one coat than any other similar material on the market.

Of the nature of its ingredients it is highly sanitary.

It does not rub off, crack, peel, blister or show laps when properly applied.

It is so easily applied.

Every lot manufactured is carefully tested before shipping.

Send for Color Cards and Literature

Benjamin Moore & Co., Limited

TORONTO NEW YORK CLEVELAND CHICAGO

Winnipeg, Canada

Gentlemen,-

Owing to the harvesting operations now in progress throughout the West, the farmers and their wives have not been able to take advantage of the big opportunities offered them through the Silkstone Contest, to try the merits of this beautiful wall coating, or enter their guesses as to the amount of money contained in the jar.

Under the circumstances we are, at the request of several of our agents, and other interested parties, going to extend the time of the Contest from September 30th to October 31st, 1912, giving due prominence to the fact in the newspapers and magazines.

You are earnestly requested to cooperate with us in this campaign to push Silkstone, and boost the sales of your paint department--it will increase your profits for 1912, and give you a big start on the 1913 sales.

Yours very truly,

G. F. STEPHENS CO., LIMITED.

GD/B.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance:—
2c. per word first insertion.
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required

AGENCIES WANTED

EXCLUSIVE AGENCIES WANTED FOR hardware specialties. Territory of Western Canada, Great Lakes to Pacific Coast. Thoroughly and regularly covered by travellers. Correspondence from manufacturers solicited. H. S. & H. E. Mussett, 41 Scott Block, Winnipeg. (41)

BUSINESS CHANCES

HARDWARE—WELL ESTABLISHED, UP-to-date. Thriving city in Ontario. Best reason for selling. Box 703, Hardware & Metal, Toronto. (48)

HARDWARE AND TINSMITHING BUSINESS in Eastern Ontario city. Stock estimated $12,000 to $15,000. Apply Box 702, Hardware & Metal, Toronto. (37tf)

FOR SALE — UP-TO-DATE HARDWARE and tinsmithing business in town on Lake Huron. Stock and fixtures $5,000. Box 704, Hardware & Metal, Toronto. (40)

FOR SALE—WELL ESTABLISHED HARDware business in rapidly growing suburb of Montreal. Stock about $5,000. Satisfactory reasons for selling. Apply "Seller," care of Hardware and Metal, Montreal. (39)

FOR SALE—AT GUELPH, ONT.—WELL assorted stock of general hardware at a rate on the $. Stock and fixtures about $15,000.00. Favorable lease. Immediate possession. Osler Wade, Assignee, 64 Wellington Street West, Toronto, Ont. (38)

HARDWARE FOR SALE IN SASK. TOWN—stock and fixtures $4,000; turnover $17,000 net; profit $2,700; best country, Canadian and American settlers. Cash or good city real estate or farm lands for all. Property on lease. Box 699, Hardware and Metal, Toronto. (40)

THRIVING HARDWARE BUSINESS FOR sale, consisting of shelf and heavy hardware, stoves, etc. Located in central part of Ontario; three railroads; turnover $50,000; stock $10,000, which is being reduced. Excellent chance to buy at rate on dollar. Retiring from business. Box 618, Hardware and Metal, Toronto. (52tf)

FOR SALE — HARDWARE AND FURNIture business, with tinsmith shop and garage, in good Saskatchewan town on main line C.P.R.; excellent chance for good, live, energetic man; three story brick building; tinsmith shop and garage in connection, which could be bought or rented, as desired. Stock about ten to twelve thousand; business being sold to wind up estate, owner having died recently. Further particulars apply Woolnough Peel, Barrister, Grenfell, Sask. (40)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 15 cents postpaid, or two sets for 25c while they last. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white card marked 25c, 50c, 75c, $1, $1.25, $1.50, $1.75, $2, $2.50, $3, $3.50, $5. Dozen in set, per set 25 cents postpaid. Technical Book Dept., 143 University Avenue, Toronto. (tf)

SITUATIONS WANTED

HARDWARE CLERK OPEN FOR POSITION in retail hardware store. Experienced in retail hardware and stove business; good window dresser, temperate. Write Box 706, Hardware & Metal, Toronto. (39)

TRAVELLER HAVING PROVED HIS ABILity by greatly increasing his firm's business in the territory covered and being an aggressive salesman wishes to secure a position with manufacturing concern. Box 668. Hardware and Metal, Toronto. 18—21t

SITUATIONS VACANT

WANTED — AN EXPERIENCED HARDware clerk for wholesale and retail trade. Must speak good French. Apply Gray-Harvey Company, Ltd., Rideau St., Ottawa, Ont. ((50)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED HARDWARE CLERK FOR THE Town of Sault Ste. Marie, Ont. One with a thorough knowledge of stoves and capable of setting same up. Good wages to the right man. Box 705, Hardware & Metal, Toronto. (39)

WANTED—HARDWARE TRAVELLER BY Nov. 1st, or sooner if possible, to cover excellent territory. Prefer experienced road man or first class retail man will do. Apply immediately, with references. Peart Bros. Hardware Co., Ltd., Regina, Sask. (41)

WANTED, WAREHOUSE MANAGER FOR Wholesale Hardware. Must be practical hardware man with sufficient executive ability to take complete charge of staff outside of office. State reference as to ability and character. Signed, PEART BROS. HARDWARE CO., LTD., REGINA, SASK. (41)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

Interested?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use
A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches All These Men

RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,
1c. per word subsequent insertion,
5c. extra per insertion for box number if desired.

Hardware and Metal
MONTREAL TORONTO WINNIPEG

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

When writing advertisers kindly mention having seen the advertisement in Hardware and Metal.

Kyanize



is the most durable varnish in the world for all floor and wood work. It's the varnish people are talking about.

It's the varnish they are going to use too.

Our direct advertising methods make Kyanize customers. The quality in the can holds them.

We want one live dealer in each town to co-operate with us on our exclusive agency proposition.

Our 1913 advertising plan will be the most complete ever offered by the Paint or Varnish trade.

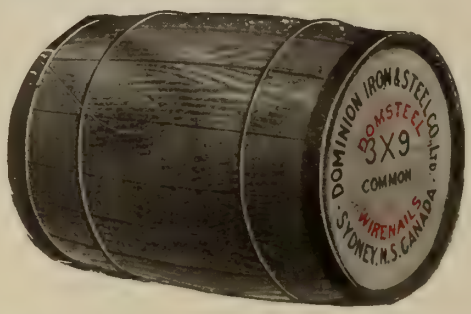
Wait for our salesman or write us for full particulars about Kyanize before placing your Spring order.

BOSTON VARNISH COMPANY, EVERETT STATION, **BOSTON**

DOMSTEEL

Wire Products

"From Ore to Finished Product"



Nail Wire, Rivet Wire, Annealed Wire Strengthened and Cut to Length

WIRE NAILS

ALL STANDARD AND SPECIAL GAUGES

All our **High Grade Steel Products** are manufactured by us from material which we procure, from our own mines, therefore we know the exact quality of the goods we offer to the trade. Specify "Domsteel" Wire products.

We ship promptly.

Dominion Iron & Steel Co., Ltd., HEAD OFFICE AND WORKS: SYDNEY, N.S.

Sales Offices: Sydney, N.S., and 112 St. James St., Montreal



BURMAN'S CLIPPERS

Are Sold Only Through the Dealer

IS THIS PROTECTION WORTH ANYTHING TO YOU?

BARBERS' CLIPPERS
HORSE CLIPPERS
POWER CLIPPERS
SHEEP SHEARING MACHINERY
CLIPPERS OF ALL KINDS

All clippers have cut gears and interchangeable parts. Stock carried in Montreal.

SOLD BY ALL JOBBERS TO THE TRADE ONLY

B. & S. H. THOMPSON & CO., Limited, : MONTREAL

SOLE AGENTS FOR CANADA

A Bargain

must have two essentials in order to deserve the name—it must be useful and cheap.

Hardware and Metal

offers a real bargain in its Want Ad. Department. Here, at the lowest possible cost, you can place before the very persons most interested, **hardware men and men in the allied trades,** any respectable business proposition.

Here is Proof of the Value

SIXTY SWISS ARMY RIFLES, at $2.50 each. Box 920, HARDWARE AND METAL, Toronto. (48)

F. Y W. Braithwaite, Blind River, Ontario, who inserted this ad., says "It brought us replies from nearly every province of the Dominion."

The Cost was 39c

If you have any proposition, in which you consider hardware dealers, clerks or travellers would be interested, try a want ad. in

Hardware & Metal

Toronto Montreal Winnipeg

RATES (payable in advance)

2c. per word one insertion
1c. per word subsequent insertion
5c. extra per insertion for box number if required

"RUSSWIN" BUILDERS' HARDWARE

We are jobbing agents for the famous "RUSSWIN" line of builders' hardware. Our stock contains the latest and most artistic designs on the market to-day. By selling "RUSSWIN" LOCK SETS you will be in the best position to get the CONTRACTORS' business in your town.

COAL CHUTES

Agents for Manitoba and Saskatchewan for the DOWN DRAFT COAL CHUTE. A large stock always on hand.



WINNIPEG EDMONTON

NEW ERA PAINT

Constant Satisfaction

NEW ERA PAINT is sold on merit, and its lasting qualities never fail to satisfy the most critical of buyers. Its ability as a surface coverer and its ability to keep in good condition satisfy your customers as no high-priced paint can satisfy—that's where NEW ERA wins out.

PRICES AND PARTICULARS ON REQUEST

Standard Paint & Varnish Co.

WINDSOR LIMITED ONTARIO

IT WILL PAY YOU to watch our Condensed Ad. columns. There are many money-making positions there. You may find just what you want.

Ramsay's Paints



Do you realize the value of completeness?

Have you ever considered what it would mean to your paint trade if you were able to supply a customer with any thing in this line, no matter what he wanted?

Ramsay's Complete Line

consists of every item, large or small, that is ever used by a painter or in those trades allied with the paint trade. If you handle Ramsay's Line you will never be at a loss.

Let's talk about an agency for you.

A. RAMSAY & SON CO., - MONTREAL

Paint Makers since '42

which makes a BIG difference to you.

122

Sterling

A Quick Turnover With Good Profits

Is Always the Result of Selling

These High Quality Paints

Every progressive dealer should make it a point to get acquainted with the winning qualities of **Sterling Prepared Paints.**

Many hardwaremen throughout the country attribute their success, in drawing a large paint trade, to this product.

Write us at once for full particulars. Let us connect you to some dealers who know this paint from A to Z. Find out what they have to say for your own benefit.

DO IT NOW.

STERLING PREPARED PAINTS

Canadian Oil Companies, Limited

TORONTO

HALIFAX ST. JOHN MONTREAL QUEBEC WINNIPEG
CALGARY EDMONTON HAMILTON LONDON OTTAWA

PREPARED PAINTS



It is not stock on the shelves that you want, but stock moving quickly from your shelves, and putting profits in your pocket.

The Sherwin-Williams Agency proposition has been built with this idea in mind.

There is quality in the goods, the result of using the best and purest materials and putting them together in the most scientific and practical way.

But the best goods made, will not sell rapidly unless the buying public know about them, and so for years and years The Sherwin-Williams Co. has advertised the quality and uses of S-W Paints, Varnishes, Stains, Enamels, etc. The public know that there are Sherwin-Williams Paints and Varnishes for every use, and they know that every Sherwin-Williams product will give satisfactory service.

This fact is of interest to every dealer handling Paints and Varnishes. Good quality, well advertised goods, mean more sales and larger profits.



SHERWIN-WILLIAMS PAINTS & VARNISHES



Address all inquiries to *The Sherwin-Williams Co. of Canada, Limited,* Montreal, Toronto, Winnipeg, Vancouver.

Ash Sifter Buyers Will Patronize You

If You Sell

The Burrowes' Patent Dustless Rocker Ash Sifter

It Absolutely Eliminates All Unpleasantness and SAVES 25 PER CENT. of the Fuel



We believe this is the Most Perfect, Practical and Economical sifter on the market and we welcome any other to a comparative test.

The Only Sifter with a Scuttle made to Fit Dust-Tight.

The Only Sifter that cinders can be **dumped from screens to scuttle without dust escaping.**

The Only Sifter made to work on a **Pair of Rockers**—Rocks as easy as a cradle, full or empty—no clogging.

The Only Sifter with two screens, coarse and fine, saves more fuel without extra work.

The Large Space for Ashes and **Vigorous Rocking Motion** both tend to make the ashes spread **Rapidly** and **Sift Freely.**

Ashes can be sifted in a few seconds by simply giving the sifter a few rocks, pulling up the slide and tilting sifter slightly, this allowing cinders to roll from screens without dust escaping.

This sifter has the advantages essential to make it a rapid seller.

Keep a few in stock—they'll yield you good profits. They are absolutely guaranteed.

WRITE FOR PARTICULARS.

The Burrowes Mfg. Co.

611 King Street West - TORONTO, ONT.



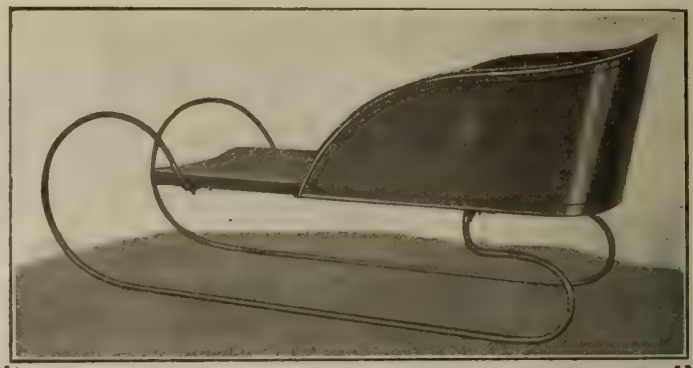
A TIME SAVER AND SYSTEM PROMOTER

Every Up-to-date Hardware Store Should Have One

No store that handles bolts and screws is complete without one of our revolving cases. They prevent mixing of bolts and screws, thus enabling the dealer to keep his stock in good shape, thereby making it a pleasure instead of a task to handle them.
Each drawer holds a package of bolts or screws of the size and number indicated on front of drawer.
Every case strongly made and nicely finished. The price will appeal to you.

WRITE FOR FULL DETAILS.

THE AMERICAN BOLT AND SCREW CASE CO., Dayton, Ohio



No. 70

Child's Auto Back Sleigh

"A Good Profit Producer"

This is a Steel Hand Sleigh that will create a splendid demand. It is very **strong, durable** and **well finished.** Allows the dealer **good profits.**
Length 30 in. Weight 7 lbs. List per dozen, $21.00.

Packed two in a crate.

Write at once for discounts and full particulars.

THE CHATHAM MALLEABLE & STEEL M'FG. COMPANY

Chatham, Ontario, Canada

The P's and Q's of the Paint Store Man

P P Q Q

"If you would succeed you must mind your Ps and Qs." "Quality" and "Profit" trip up too many business men. They get profit too high, quality too low, and wonder what was wrong when the crash comes.



MARTIN-SENOUR PAINT 100% PURE

is a real business insurance. Its quality and a reasonable profit will make your business boom. The dealers who know say so. Write today for the proof and our proposition to insure your business the same way.

THE MARTIN-SENOUR CO., Limited

Pioneers of Pure Paints

MONTREAL CHICAGO WINNIPEG LINCOLN

THE TRUTH, THE WHOLE TRUTH, AND NOTHING BUT THE TRUTH

DOUGALL VARNISH

IS

THE VARNISH THAT LASTS LONGEST

The most up-to-date machinery; the most skilled labor; the finest materials and the most careful supervision. These are the reasons why Dougall Varnish is unequalled.

Economical to Use—Easy to Apply—Long to Last—Easy to Sell

The Dougall Varnish Company, Limited

305 Manufacturers Street, Montreal

J. S. N. DOUGALL, President. Associated with MURPHY VARNISH CO., U.S.A.

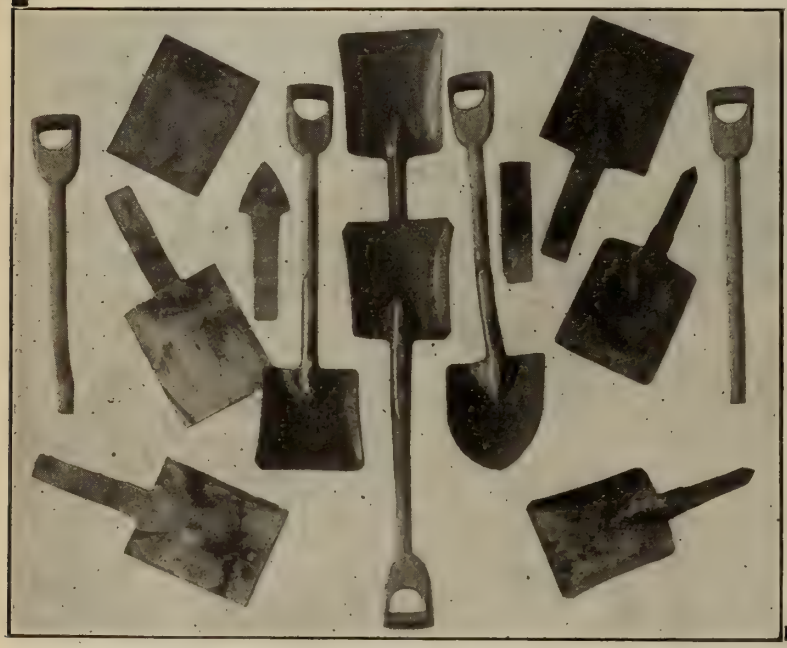
LUNDY SHOVELS

Have All The Qualities That Are Essential to Rapid Sellers

Our shovels are not experiments, but products that have been proven superior to other brands.

They are made from Open Hearth Crucible Steel. The strap is extra strong, being double ply and carefully welded. The point of the blade is never heated during the process, adding extra strength there also.

LUNDY SHOVELS IN VARIOUS STAGES OF CONSTRUCTION



Our Shovels yield a splendid profit

and are the best insurance against dissatisfied customers—they are the kind that bring larger business.

LUNDY SHOVELS are excellently finished and are very attractive.

We make three grades so as to completely meet the requirements of the trade.

If your jobber does not handle them, write us direct.

We guarantee quick shipments and complete satisfaction.

GIVE THEM A TRIAL.

The LUNDY SHOVEL AND TOOL CO., Ltd.

General Office and Works:

PETERBORO, ONTARIO

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg; Tees & Persse of Alberta, Ltd., Calgary; E. E. Crandall, Vancouver, B.C.; N. B. Misener, Toronto.

The Babbitt Metal without a fault



The Copper-Coated Cake

Our Motto

"Best Possible Quality"

HEADQUARTERS FOR

METALS

COPPER, TIN, LEAD, ALUMINUM, SPELTER AND ALL INGOT METALS

We Manufacture All Grades Of

BABBITT METALS

Two Specials

Imperial Genuine
For High Speed Engines

Harris Heavy Pressure
For General Machinery Bearings

WRITE FOR PRICES

The Canada Metal Co., Limited

TORONTO, MONTREAL, WINNIPEG.

BANNER
TRADE MARK.

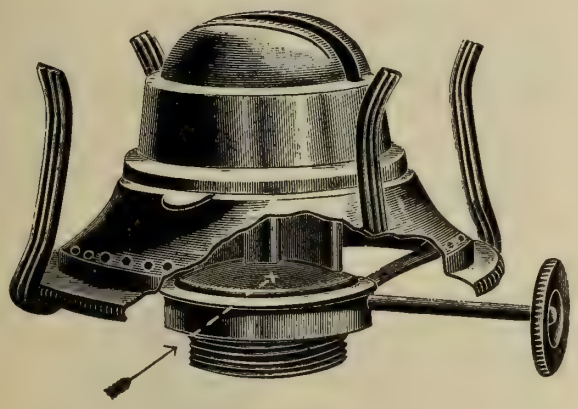
HAVE YOU ARRANGED

for your

Burner Requirements ?

Price of Brass is Daily Going Up!

"BANNER" Burners have not YET!!



Now is the time to get your Contracts in BEFORE prices advance!

BRANCHES:

56 Albert Street, Winnipeg.
30 St. Dizier Street, Montreal.

Ontario Lantern & Lamp Co., Limited
HAMILTON, ONTARIO

MAKE MORE MONEY

by featuring the line of varnishes that has made good the world over—



INTERNATIONAL

Varnish and Varnish Specialties

Sterling Quality is put into every "International" Can before the label is attached, and the dealer is assisted by our co-operation in the form of original and forceful selling helps.

Here are some of our leading lines that have been recognized as the standards of good quality for over 40 years:

ELASTICA — Floor Finish

FLATTINE — Finishes

LACQUERET — Household Lacquer

KLEARTONE — Stains

Satinette — White Enamel

Get details of our proposition.

K16

TORONTO **INTERNATIONAL VARNISH CO. LIMITED** WINNIPEG

Canadian Factory of STANDARD VARNISH WORKS

NEW YORK CHICAGO LONDON BERLIN BRUSSELS MELBOURNE

Largest in the world and first to establish definite standards of quality



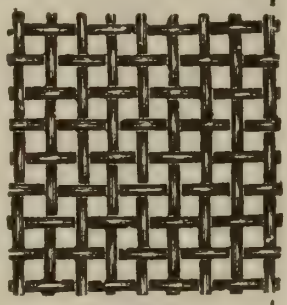
GOODS THAT LAST

WHEN YOU ARE IN THE MARKET FOR

Wire Cloth

Perforated Sheet Metals
General Wire and Iron Work

Consult us. We have goods that have a clean record, ensuring the buyer his money's worth and the dealer a good profit.



Do not hesitate about sending us your order or specify our goods when ordering through your Jobber.

Have you a copy of our new catalogue?

Canada Wire and Iron Goods Company
HAMILTON, ONT.

We Specialize in all kinds of Steel Cells, Steel Work, Etc., for Prisons, Jails and City Lockups.

Robert Sorby's

Celebrated Kangaroo Brand



TOOLS

OF ALL KINDS









Lists and Prices from

Robert Sorby & Sons, Ltd., Sheffield

Canadian Representative:
GEO. H. SAYWELL, 61-3 Albert St., WINNIPEG
Local Agents at
Toronto, Calgary, Vancouver and Saskatoon

A. & J. Automatic

ONE HAND EGG BEATER

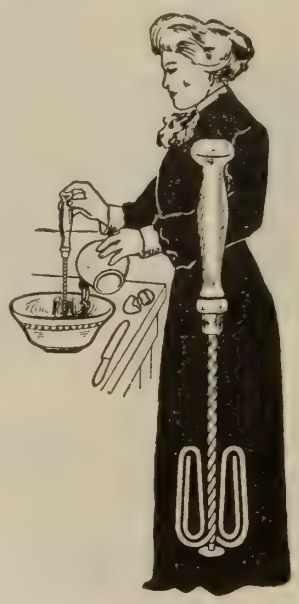
Cream Whip and Mayonnaise Mixer

THIS is a device that is certain to **sell quickly.** It will do what all other beaters will do in **one-half the time** with **one-half the labor.** One hand is all that is necessary to operate it.

Has no wheels to clog and **requires no tiresome cranking.**

Stock a sample and place it where **your customers are sure to see it.** The results will be big.

Write for the verdict of dealers who are selling this improved Egg Beater.



Ask Your Jobber.

COLLETTE MFG. CO.
COLLINGWOOD - ONT.

Good Pumps--- With Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.



Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue.

Write

The
R. McDougall Co., Limited
GALT, CANADA

Hoe, Rake, Shovel,
Axe, Adze, Pick, Sledge,
Hay Fork, Manure Fork,
Peevie, Spike Maul,
Cant Hook,
Hammer

HANDLES
Of Quality

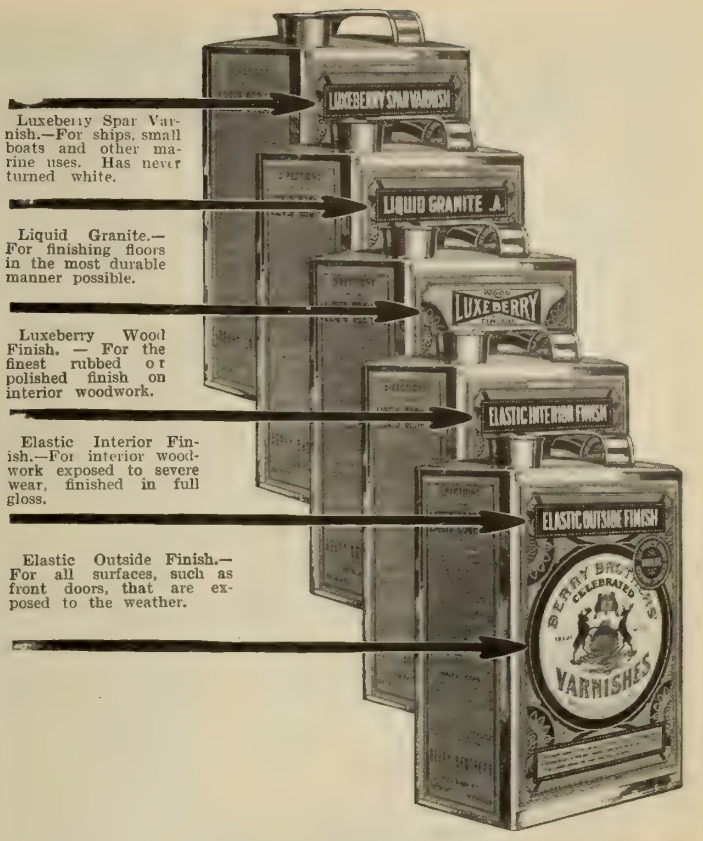
WHIFFLETREES
DOUBLETREES
NECKYOKES

Our factory is located in the centre of the Hickory, Oak and White Ash belt of the Province of Ontario, therefore, we are in a position to secure raw materials of the very finest quality and at the lowest possible cost.

The many repeat orders which we are constantly receiving are proof positive that our goods and their profit-yielding qualities appeal to the trade.

WRITE FOR CATALOGUE
AND PRICES NOW.

W. C. CRAWFORD CO.
LIMITED
Tilbury, - - - - Ontario



These Five
and Many Others

THE best way to do a big varnish business at a good profit is to handle a representative stock of Berry Brothers' Celebrated Varnishes.

To handle one or two of our leaders is better than handling none at all.

But you'll never realize the full satisfaction of a good, substantial varnish trade until you make your varnish shelves "Berry Brothers" throughout.

From Shellacs, all the way through, Berry Brothers' Goods can supply your every need—with a quality, reliability and reputation that will do more for your varnish business than you can possibly get in any other single line, or by making your stock a miscellaneous collection of good, bad and indifferent makes.

Write us to-day about our new selling plan. It will interest you—make more money for you.

BERRY BROTHERS, Ltd.
The World's Largest Varnish Makers
WALKERVILLE - - ONTARIO

The "RENFREW" Handy Two-Wheel TRUCK SCALE

"A Convenience and Protection for Farmers"

This is a scale that pays the dealer A VERY ATTRACTIVE PROFIT—a scale that is becoming more and more popular every day with farmers.

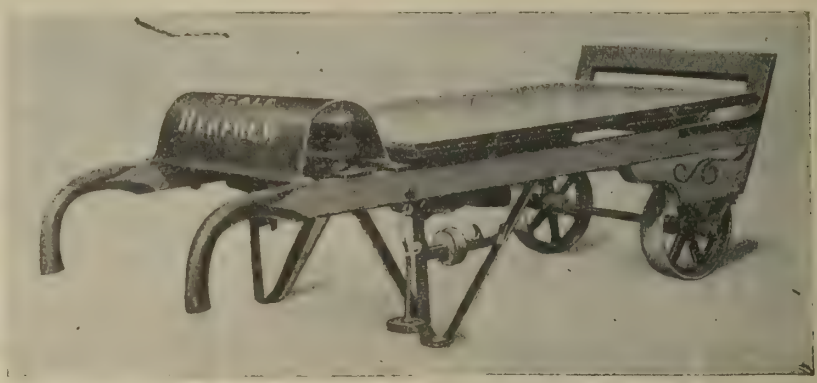
It is absolutely accurate and has many advantages over the common scale.

With this scale in his possession the farmer knows the exact weight of the products he is selling—he is armed against short weights.

The "RENFREW" TRUCK SCALES are GOVERNMENT TESTED and have been awarded their GOVERNMENT CERTIFICATE without question, and are backed by our WRITTEN GUARANTEE to be just as represented, and to give a long, reliable service. Capable of weighing anything from a single pound to 2000 pounds.

The "RENFREW" TRUCK SCALES are rigidly built and will stand all kinds of rough usage.

LET US SEND YOU ONE. Show it to every farmer who comes into the store, and see how many you can sell.



Write for Circulars and prices NOW.

Renfrew Scale Co.

RENFREW, ONT.

H&R ARMS Co

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer, and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington Richardson Arms Co., 715 Park Avenue, Worcester, Mass.

LONDON BAR IRON

is a line that never varies in quality. The consignments you receive from time to time are the same through and through—absolutely reliable in toughness, strength and workability. Economical and correct methods of production mean that you get a flawless product at the lowest prices.

London Rolling Mill Co., Ltd.

LONDON, CANADA

Sales Agents, Ontario: Baines & Peckover, Toronto
Manitoba: Bissett & Loucks, Limited, Winnipeg

The WHITE MOP WRINGER CO.



is the world's standard.

It wrings mops thoroughly, easily, quickly and neatly.



Sold by Jobbers and the old reliable White Mop Wringer Co.

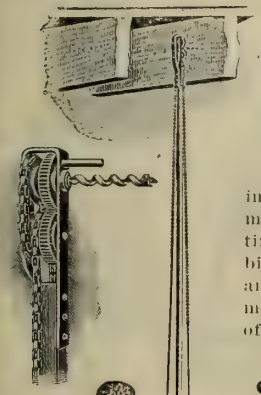
MADE IN CANADA





WHITE MOP WRINGER CO.

FULTONVILLE, N.Y.



A Minute's Delay

in boring a hole means a larger time loss on a big contract -- and time means money. The cost of a

Standard Boring Machine

is saved soon. It operates perfectly in hardwood or when adjusted to difficult angles. It saves the workman many hours of work in cramped positions, ladder climbing, etc.



Our booklet will tell you more about it Send for one.

FORD AUGER BIT CO.

Holyoke, Mass.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

"THERMO"

The Washer

Easy to Sell

That makes the Washday Bright



Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices.

Drop us a card NOW.

THE LONDON FOUNDRY CO., LTD., LONDON, CANADA

F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto; MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



Brockville, Ont., Jan. 23rd, 1910.
Messrs. J. W. Harris Mfg. Co., Ltd.,
129 Sanguinet St., Montreal.

Dear Sirs:

Enclosed you will find my cheque to cover account of the last of the many of your "J. W. Harris Rotary Ventilators," which I have installed here, and I have much pleasure in saying that in every case they have given perfect satisfaction.

Yours truly,
W. H. HARRISON.

Made by

The J. W. Harris Mfg. Co., Ltd.

Contractors

Montreal

MAXWELL'S FAVOURITE CHURN

has been known and used for nearly twenty years and has given such thorough satisfaction that more "Favourites" are sold annually in Canada, than all other makes combined.

Barrel is of best imported oak, finished in natural wood, with silver aluminum hoops, exceptionally large roller bearings, easy running and durable. The illustration shows the convenience of the combined hand and foot drive and the lightness and strength of the angle iron frame, made in either single or Bow lever.

You are at a disadvantage if you do not sell Maxwell's Favourite.



DAVID MAXWELL & SONS, St. Mary's, Ont.

WIRE BALE TIES



CROSSHEAD



SINGLE LOOP

Our wire, for baling hay, is made from the finest quality Bessemer Rods, and is 10 per cent. stronger than any other baling wire.

This is the line that brings the dealer clean, satisfactory profits with every sale, as it is not the come-back kind.

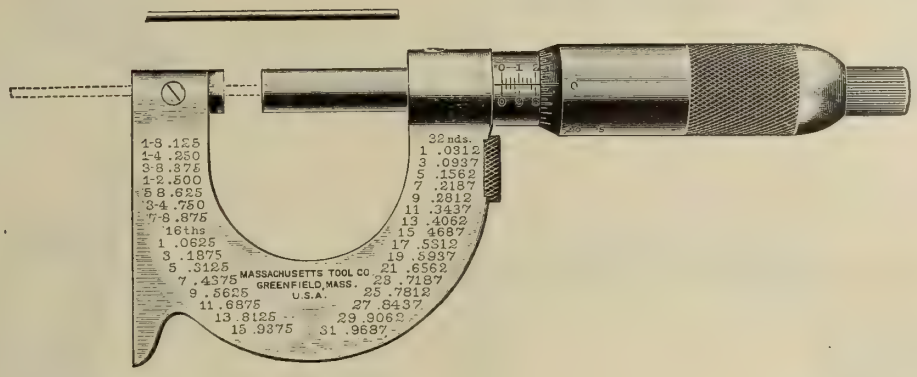
Get our prices and send us a trial order—we guarantee to satisfy.

We also recommend our WIRE NAILS and STAPLES as inferior to none.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.

MICROMETERS



MICROMETERS

to be of service to the machinist must be accurate, and that it what Goodell-Pratt's "Mass. Tool" Brand are.

Our complete Micrometer line comprises 40 numbers.

Goodell-Pratt's

"MASS. TOOL" BRAND

OUR CATALOG

showing these micrometers as well as the complete line is free. In fact we will consider it a favor if you will call upon us for one. It shows over 1,200 and devices.

Goodell-Pratt Company

Greenfield, *Toolsmiths* Mass., U.S.A.

A Necessity to EVERY DEALER Who Handles Sheet Metal!

Our Combined Lever Punch and Slitting Shears

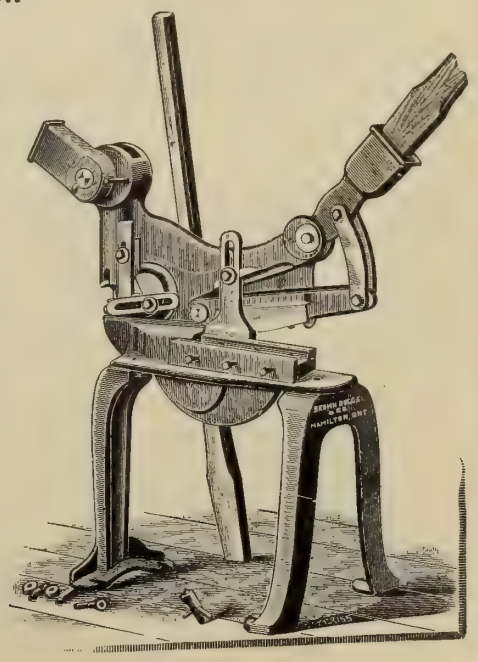
SAVE MUCH TIME AND LABOR

THIS is a machine that is constructed of the best material and made to stand years of hard service.

If you handle sheet metal and are not now using one of these machines you should install one at once. You will find it **indispensable after a trial.**

They slit any length or width of sheet required up to their capacity. Made in two sizes, viz.—Nos. 10 and 11. No. 10 will slit No. 12 gauge sheet iron, soft steel or bar iron 1/4″ x 2″ or 3/8″ round, and will punch a 5/16″ hole in 1/4″ iron or its equivalent in lighter metal.

No. 11 is the same as No. 10, only heavier and will cut No. 10 gauge sheet iron or punch a 3/8″ hole in 1/4″ iron.



Write for Full Particulars and Discounts.

The Brown-Boggs Co., Limited

HAMILTON, ONTARIO, CAN.

Reynolds & Jackson

CALGARY, - CANADA

Prompt Shipments
Prices Right

MR DEALER.-

When you require anything in the Hardware Line, consult us. We carry only goods of intrinsic value, and **guarantee complete satisfaction.**

Our service is quick and efficient; all orders receive prompt attention and are carefully filled.

We have a reputation for square dealing and reasonable price.

Send us a trial order and judge for yourself.

MR. MANUFACTURER.-

If you have any dependable line that we do not carry would be pleased to get it in touch with you. Let us be your agents—you will find it very profitable.

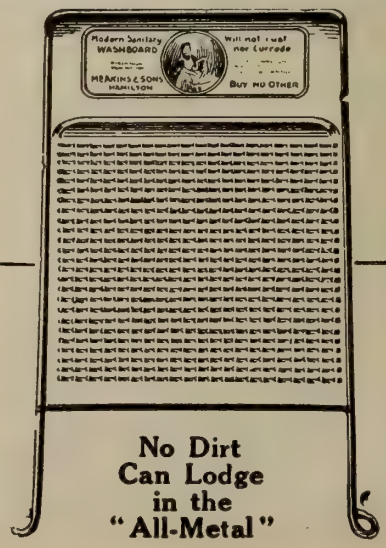
Write us at once.



When In Doubt

as to the kind of wash-boards you will next order, you will make no mistake if you specify **Meakin's Sanitary Washboards.** It is the modern all-metal board that does not rust or corrode, and will outwear the old-fashioned wooden kind many times. If the dealer makes this a talking point the economy will appeal to the housewife, and sales certain.

Meakins & Sons
Hamilton - Ontario



No Dirt Can Lodge in the "All-Metal"

WARE MFG. CO. LTD.
OAKVILLE
PURE ALUMINIUM WARE
"WILL OUTWEAR ANY WARE"

"OAKVILLE" PURE ALUMINIUM COOKING UTENSILS

Each article made from a single piece of Aluminium. No cracks or seams, will not scorch or burn. Heat passes through aluminium two or three times as fast as through tin or iron, cooking food more quickly. Highly polished finish, making excellent displays on shelves or windows. **Their fine appearance, backed by their finer quality, make them quick sellers.**

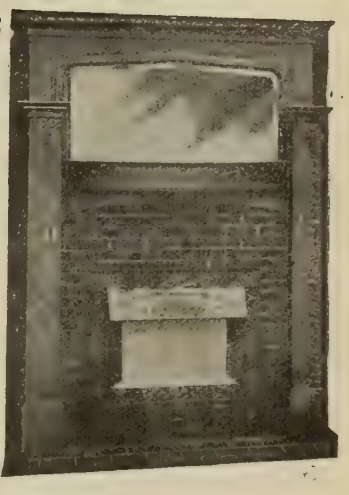
Our Guarantee—*If the goods are not satisfactory, return them at our expense and we will return your money, or credit your account.*

WRITE FOR TERMS AND FULL PARTICULARS. PROMPT SHIPMENT.

THE WARE MFG. CO., LIMITED, Offices: 220 King St. W., Toronto Factory at Oakville, Ont.

Dealers!

HERE'S YOUR CHANCE TO MAKE A SPLASH.



This Mantel or any of our "70" different designs, fitted with our Electric Grate requires no chimney, therefore anyone building a house can have a Mantel complete for less than the actual cost of a chimney.

Write for the "dope"—Your contractors will fall for it.
Don't forget—We have the best line of Gas and Coal Grates in the country.

The Barton Netting Co., Limited

38 Ouelette Avenue, Windsor, Ont.

Our Motto—"QUALITY"

The "Hercules" Sticks Out—



It towers above the field of ordinary twist drills. Not only can it be run at high speeds, but it will take an extremely heavy feed. We claim "Hercules" High Speed Twist Drills will do your drilling at the lowest possible costs—and a trial will prove it.

Twisted while hot, from the latest, improved Vanadium High Speed Steel—the strongest and toughest drill ever made.

Fitted with regular taper shanks—no special sockets or chucks.

W B

TRADE MARKS

W&B

The Whitman & Barnes Mfg. Co.

ESTABLISHED 1854

ST. CATHARINES - - ONTARIO

Stocks carried at Winnipeg and Montreal

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895

Special Grand Prize GOLD MEDAL Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

AMERICAN GRINDERS Are Real Trade-Winners

This Grinder is particularly adapted for purposes where a very compact yet powerful grinder is needed. Just the thing for a carpenter's tool chest and private shops, as well as hundreds of occasions of like nature.

When the grinder is assembled a quantity of high grade oil is placed into the case so that the machine can be used indefinitely without oiling.

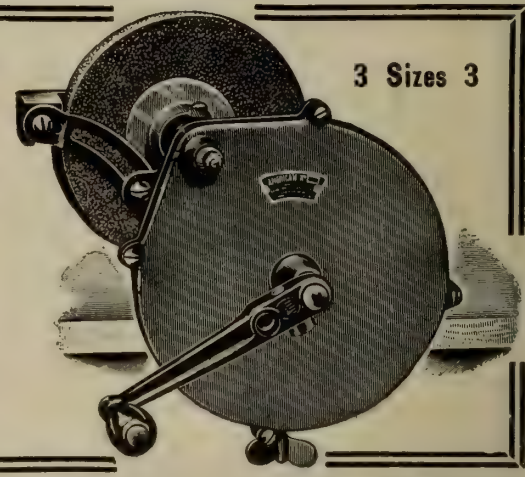
The gears run in this oil path, further causing them to operate noiselessly without friction, and with elimination of excessive wear.

Stock it at once—we guarantee good results.

A card will bring circulars and prices by return mail.

Three sizes. 4-6-7-Inch Wheels, Corundum or Carborundum Grit.

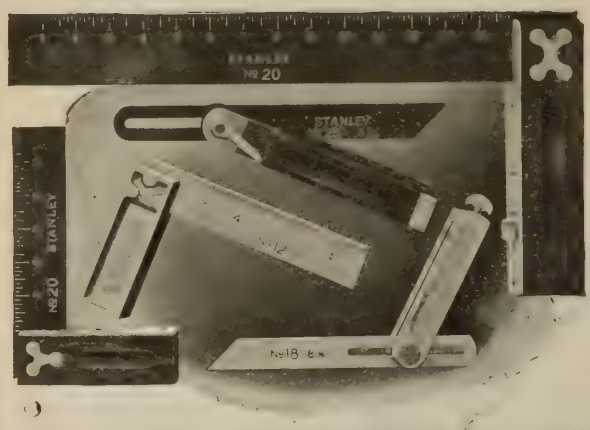
3 Sizes 3



The American Grinder Mfg. CO., MILWAUKEE, WIS., U.S.A.

Merchants' Hardware Specialties Co., Ltd. CALGARY ALTA.

AGENTS WESTERN CANADA



Stanley Tools

Among the tools we manufacture are TRY SQUARES and BEVELS.

No effort is spared in their construction, and the material from which they are made is the very best that can be procured.

Our catalogue contains full description of these and other styles.

We are now prepared to ship from our CANADIAN WORKS all sizes of "BAILEY" Bench and Block Planes, also Bit Braces, Spoke Shaves and Pocket Levels. As fast as practicable we expect to increase the output of this plant to include other tools shown in our catalogue.

Address all communications to

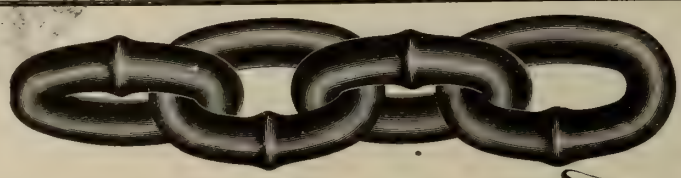
STANDARD THE WORLD OVER

Stanley Rule & Level Co.

NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

McKinnon Electric-Welded Coil Chain



McKinnon Swell-Weld Coil Chain

25% More Weld = 25% More Strength = 25% More Wear

MADE IN CANADA

Perfect Stock + Perfect Welding = Perfect Product



See The Swell?

MADE BY

Sales Office: BUFFALO, N.Y.

McKINNON CHAIN COMPANY

Factory: ST. CATHARINES, ONT.



Nicholson-made Files are the Standard of File Quality

The entire output of the Nicholson File Company in 1864 was 100 dozen per day. At the present time 16,000 dozen Nicholson-made Files are sold every day and shipped to all parts of the civilized world. Unvarying good quality, coupled with progressive methods and strict specialization, is the cause.

In Canada these are the well-known factory brands made by the Nicholson File Company:—

"AMERICAN" "ARCADE" "GREAT WESTERN" "GLOBE"
"EAGLE" "McCLELLAN" "KEARNEY & FOOT" "J. B. SMITH"

Nearly every file user in Canada has a preference for one or more of these lines above all others. You can stake your reputation upon their absolutely uniform and satisfactory quality.

YOUR JOBBER KNOWS!

Nicholson File Co., - - Port Hope, Ont.



No. 600 A A
Wide Mouth

MAPLE CITY OILERS

We manufacture the most complete line of oilers made in America, including Pump, Engineers', Machinists', Mowing Machine and Railroad Oilers, Tallow Pots, Engineer Sets, Torches, Lamps, etc.

MAPLE CITY MFG. CO.

MONMOUTH, ILLINOIS, U.S.A.



"I TELL YOU IT'S A GREAT SAW."

That expression applies with equal force to Simonds Crescent Ground Cross-Cut Saws and Simonds Hand Saws.

Many dealers handle both lines. Do you?

Simonds Canada Saw Co., Limited

Montreal, P.Q., St. John, N.B., Vancouver, B.C.

IN THE U.S.: THE SIMONDS MFG. CO.



TRADE MARK
KEYSTONE
BRAND
REGISTERED

Within the next few weeks every dealer will be interested in securing a supply of good Brooms. Let us suggest that you try the

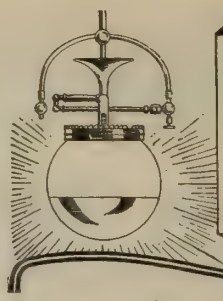
KEYSTONE BRAND

this season. **They are always reliable, always uniform in quality and always reasonable in price.**

We guarantee that you will have no kick from your customers if you sell our Brooms.

STEVENS-HEPNER CO., Ltd.

Port Elgin, Ont., Canada



THE RICE KNIGHT LIGHTING SYSTEM

MR. MERCHANT. If you could make your store more attractive, cheerful and inviting, with a pure white light of intense brilliancy, that would display your stock to better advantage and would suggest to your clerks to keep your stock neat and clean, wouldn't it pay you to investigate such a light.

The R-K Lighting System costs less than gas or electricity, is easy to operate, requires very little attention, and is permitted by all insurance companies. It is used by thousands of Canadian merchants, and can be installed anywhere, no matter where you live.

Have the best lighted store in town. Let us tell you how. Write to-day for Booklet "G." A postal brings it.

RICE KNIGHT Limited
TORONTO, ONT.

Hardware Dealers in every province excepting Alberta are requested to write for agency proposition. Five hundred live hardwaremen in Saskatchewan and Manitoba now sell the R-K System. We want more. Write our Regina branch to-day regarding an agency in Western provinces, or direct to Toronto for Eastern agencies.

THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout Six-Inch Stroke

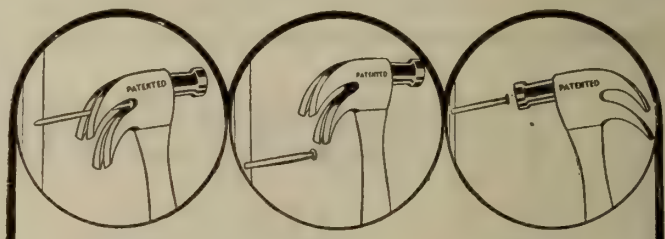


This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

WRITE FOR OUR BIG FREE CATALOGUE.

The Aylmer Pump & Scale Co., Limited
AYLMER, ONTARIO



Strike Lift Drive

Double Claw Hammer

Nails Higher Without Strain. Worth ten times more than the Common Hammer, costs three times more to make. Spend a little more for the tool and Save Money.

ALL JOBBERS

Start **Out**



Pulls the nail out straight without a block



GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality

TRADE 

MARK

The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY

HAMILTON, - ONTARIO

PIONEERS IN THE PACKING BUSINESS

Canada Plates

M. & L. Samuel, Benjamin & Co.

CORNER KING STREET AND SPADINA AVENUE

Toronto

BEAR BRAND LAMP BLACKS

Whenever you see this mark on LAMP BLACK there is ABSOLUTE PURITY

We are the largest manufacturers of LAMP BLACKS, IVORY BLACKS, BONE BLACKS, DROP BLACKS, MINERAL BLACKS and CEMENT BLACKS in the world.

This has been entirely due to the CONSISTENT HIGH QUALITY of our products.

WRITE FOR SAMPLES AND PRICES.

SOLD BY MOST WHOLESALE HOUSES.

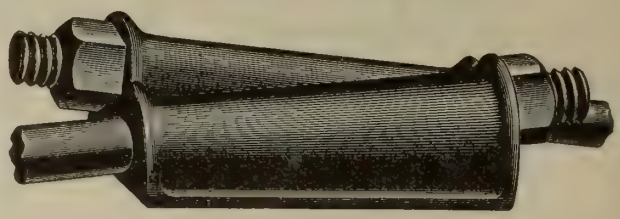
WILCKES MARTIN WILCKES CO.

NEW YORK, N.Y., U.S.A.

Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.



TANK LUGS



For Round Rods, also Flat Bands on Silos, Tanks, Penstocks, etc. **Malleable Iron,** best quality, all sizes.

OTTERVILLE MANUFACTURING CO., LIMITED

OTTERVILLE, ONTARIO

BLACK JACK

QUICK
CLEAN
HANDY



TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—
3 doz. in case

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

Canada Foundry Company

LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO	VANCOUVER
OTTAWA	CANADA	ROSSLAND



LOOP LOCK ROPE BUCKLES

Best for Horse or Cattle Ties, Rope Traces, Hay Ropes, Tow Ropes, Tent Ropes, Hammock Ropes.

If your Jobber won't supply them write us

CANADIAN ROPE BUCKLE CO. Hamilton Ontario

BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER, METAL SPINNINGS

150,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.

HAMILTON, ONT.

JOSEPH RODGERS & SONS

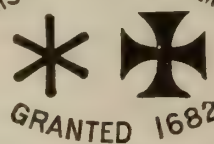
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK



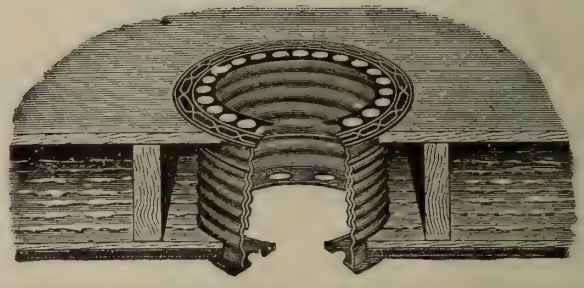
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

ALL MECHANICS KNOW THAT



"UTICA" BRAND

GOODS ARE THE BEST

You will find them easy sellers.

Manufactured by

The Utica Drop Forge Co., Utica, N.Y.

Sold in Canada by

Smith Hardware Company, Montreal



This Food Chopper Has Features

which others do not possess.

Let us tell you about them.

Best quality and attractive prices.

Smith Hardware Company

240 Lemoine St., Montreal

The Famous MAB Razors

(Regd.)



All dealers should make a point of stocking Mab Razors. They are a good selling line—made from the finest Sheffield Steel and have a 20 years reputation for quality. Made in all sizes and patterns. **Write for prices and particulars to**

THE MAB CO., BIRMINGHAM, ENG.

or Canadian Sales Co., 106 Victoria St., Toronto

SCREW AND STRAP HINGES

for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread. Get our prices.

NUTS

We can ship immediately from stock, Square and Hexagon Sizes for bolts up to 1 1-2 inches thick.

Send us your orders



LONDON, CANADA

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to save him time and trouble You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

BEMIS & CALL HARDWARE & TOOL CO.

Springfield, Mass., U.S.A.

CASH OR PARCEL CARRIERS

SAVE TIME & MONEY



Quick Change Means Pleased Customers

Our guarantee:—We will instal a system of our carriers in your store. After 10 days' test, if they have not proved their superiority to all other makes of store service, we will remove the equipment without cost to you. It will pay you to investigate our modern improved PNEUMATIC DESPATCH TUBES AND ELECTRIC CABLE CASH CARRIERS.



CATALOG FREE

The Gipe-Hazard Store Service Co., Ltd.

99 ONTARIO STREET TORONTO, ONT.

EUROPEAN OFFICE: 116 HOLBORN, LONDON E.C. ENG.

ALL YOUR CUSTOMERS WILL WANT THIS



SAMUELS' DUSTLESS ASH SIFTER

Here is the sifter you've always wanted. No work, no waste, no dust. Just turn the handle, ashes sift into barrel, unburned coal drops into scuttle. Cuts down coal bills, lasts a lifetime.

Write for particulars.

FOR SALE BY

RICE LEWIS & SON H. S. HOWLAND & SONS

KENNEDY HARDWARE CO., TORONTO, ONT.

MANUFACTURED ONLY BY

J. SAMUELS, - - - - TORONTO, ONT.

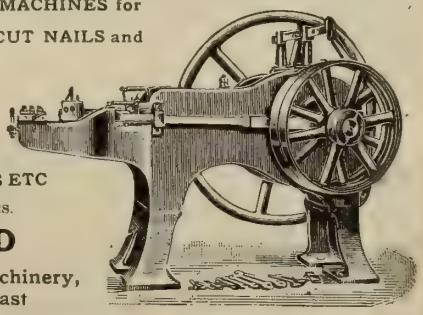
MODERN WIRE MACHINERY

COMPLETE PLANTS FOR WIRE DRAWING, NETTING, WEAVING

Complete Plants for making ELECTRIC WELDED CHAIN

Up-to-date AUTOMATIC MACHINES for making:

BOLTS, COTTER PINS, CUT NAILS and TACKS, FURNITURE SPRINGS, HINGES, NAILS, RIVETS, SCREWS STAPLES, WIRE NAILS QUADRANGULAR MESH WIRE NETTING WIRE STRAIGHTENING and CUTTING MACHINES ETC



RIVET PRESS

SEND YOUR ENQUIRIES.

ED. BRAND

Specialist in Wire Machinery,
472, Moss Lane, East

Manchester - England

Cable Ad: 'Filieres, Manchester'

Code used--A.B.C., 5th Edition

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufactures to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

BABBITT METAL.

SPOONER'S NO HOT BOXES
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

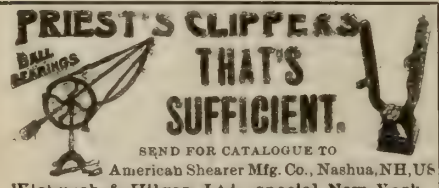
BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies
Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET, - QUEBEC

CLIPPERS.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, NH, US
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

BOILERS.



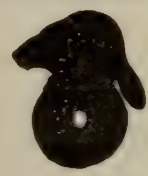
HARDWARE MEN
Put in a stock of
FEED COOKERS
Write
The James Bros. Foundry Co.
Perth, Ont.,
For Cuts and Prices.

When writing advertisers kindly mention having seen the advertisement in this paper

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.
WRITE FOR SAMPLES AND PRICES
Raymond Bros., London, Ont.

EMERY WHEELS.



Canadian Hart Wheels
442 Barton St. East, Hamilton
Corundum and Emery Wheels
Grinding Machines, Beaver
Oil Stones.

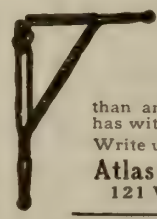
FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

BRACKETS.



The Atlas Bracket
This bracket brings you a larger profit and is better than any on the market. Our 5 x 7 has withstood a test of 500 lbs.
Write us for samples and prices to-day.
Atlas Manufacturing Company
121 Water St., New Haven, Conn.

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

IRON.

IRON and STEEL
OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.
David C. Mitchell & Company,
118 Queen Street, Glasgow, Scotland.

MANUFACTURERS'' AGENT.

Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents, Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
St. Nicholas Bldg., Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates,

TOOLS.

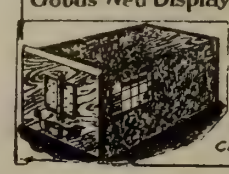
Send For Our New Catalog
S M.Co
Most complete line of
SCREW DRIVERS AND SMALL TOOLS
PIONEER TOOLS
The Southington Mfg. Co., - Southington, Conn.



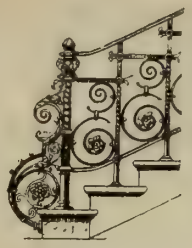
Armstrong Bros. Tool Co.
106 N. Francisco Ave., Chicago, U. S. A

HARDWARE SHELF BOXES

Goods Well Displayed are Half Sold !



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

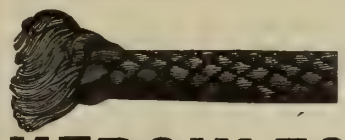


Separate Catalogue for Each Line

Iron Stairs
Fire Escapes
Railings
Iron Fences

New Designs
Low Prices

DENNIS WIRE AND IRON WORKS CO., LTD.
LONDON :: ONTARIO



HERCULES
SASH CORD

BUY THE BEST
Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by All Wholesale Dealers



The **INFALLIBLE GLAZIER'S DIAMOND**

Just the Tool for Inexperienced Glass Cutters

Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

When writing advertisers kindly mention having seen the advertisement in this paper

---

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.



Reproduction of

NEW SEYMOUR SHOW CARD

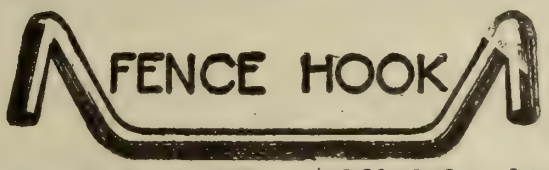
12-in. by 15-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to

Henry T. Seymour Shear Co.

Selling Agents, WIEBUSCH & HILGER, Ltd., New York

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

"ACME" **are the strongest and sharpest low-priced Shears and Scissors on the market.**

Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why are 30,000 pairs of Acme Shears sold daily to-day?

Because "Acme" on a shear or scissor spells **satisfaction** to the **customer** at a **low price** and a **handsome profit to the dealer** with greatly increased sales.

Special Representatives, Wiebusch & Hilger, Ltd., New York City.

MR. DEALER: Write your jobber to-day for prices on the "Acme" line, supplement your high priced shears with "Acme" shears and scissors and watch the gratifying results.

Jobbers should write for our W-2 Catalogue, illustrating the most complete line of shears and scissors manufactured.



The No. 701 Oval Steel Screw Straight Trimmer is one of our newest patterns.

THE ACME SHEAR CO., (125-195 Knowlton St.,) BRIDGEPORT, CONN., U.S.A.

PEASE HEATING SYSTEMS

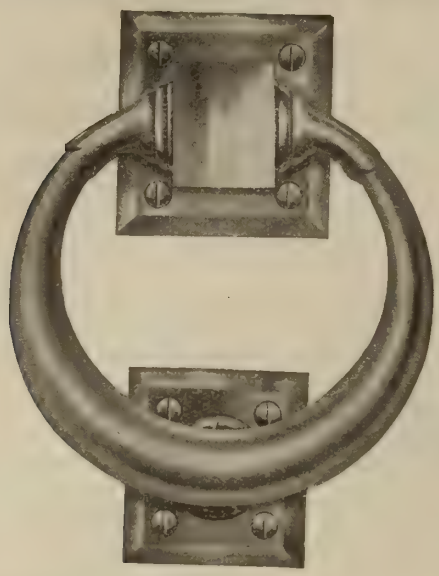
WRITE FOR CATALOGUE & PRICES

PEASE WALDON CO., Limited WINNIPEG

PEASE FOUNDRY COMPANY LIMITED TORONTO

PEASE PACIFIC FOUNDRY, Limited VANCOUVER

Peterboro Hardware



Door Knockers add greatly to the appearance of a door. They are rapidly coming into vogue. Peterborough Door Knockers supplied to match any of our designs. A sample on your show cases will interest customers.

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH, ONT.

RUBCOT

A CLEAN

White Cotton Waste

IN

Cartons

Specially prepared for Automobile and Household use

NO LOSS, NO DIRT, NO DANGER FROM FIRE

Retails at 50c.

Write for prices

Craven & Sharpley 43 St. Sacrament Street MONTREAL

ATKINS STERLING SAWS

Made in Canada

A PERFECT SAW FOR EVERY PURPOSE



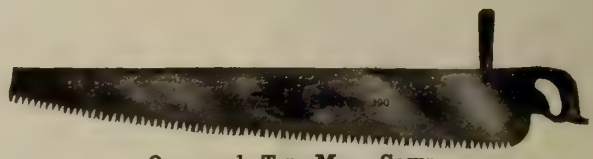
Hand, Rip and Panel Saws.



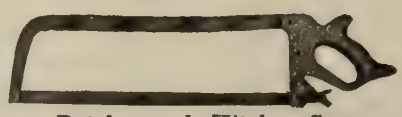
Nests of Saws.



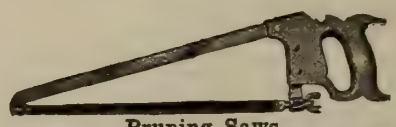
Trowels.



One and Two-Man Saws.



Butcher and Kitchen Saws.



Pruning Saws.

E. C. Atkins & Co. - Hamilton, Ont.

Vancouver Branch—109 Powell Street

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

MYERS
PUMPS

We manufacture all kinds of PUMPS, HAY UNLOADING TOOLS and BARNDOOR HANGERS that are serviceable, durable and reliable. You never fail to get QUALITY when buying "THE MYERS."

F. E. MYERS & BRO.
ASHLAND, OHIO
J. H. ASHDOWN HARDWARE CO
Winnipeg, Calgary and Branch Houses

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO



KERNCHEN BUILDING VENTILATORS

Write for Pamphlet and Particulars.

It works on the Siphon Principle

The Brantford Oven & Rack Co., Limited.
Brantford - - - Canada

When writing advertisers, kindly mention having seen the ad. in this paper.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

AN ALL-YEAR ROUND SELLER!

Western Agents
Jas. Stewart Mfg. Co., Ltd.
Winnipeg - Man.

ARE YOU SELLING
BUSTER BROWN
Children's Express Wagons?

They are the strongest and handsomest line of Toy Wagons on the market. In four sizes at popular prices. Handy around the store, farm or home. Just the thing for boys.



Write for Prices

The Woodstock Wagon & Mfg. Co., Ltd.
WOODSTOCK, ONTARIO

OVER
100,000
ERMALINE COOKING BAGS

were SOLD at the Toronto Exhibition, where a practical demonstration of this system was given.

10,000
ERMALINE COOKING BAGS

were distributed free to those interested.

This means that thousands more people will adopt this new system and they will want to

PURCHASE ERMALINE BAGS

This means a steady trade for someone. Why don't you lay in a stock?

Get some of our handsome display cards, which we will supply with every order, and you will be surprised at your sales of Ermaline Bags.

Edward Lloyd Limited
508 Eastern Townships Bank Bldg.
MONTREAL



That Reinforced Handle
Insures Hatchet Satisfaction

You avoid customer's disatisfaction aroused by loose and broken handles when you sell Bur-Nor all steel Reinforced Hatchets. The strongest Hatchet made; having double strength in handle where strain is greatest; Oil tempered blades, strap and solid hardened head. **Nine styles from which to choose.**

You can't afford not to write us for catalogue and prices before buying for fall. DO IT TO-DAY.

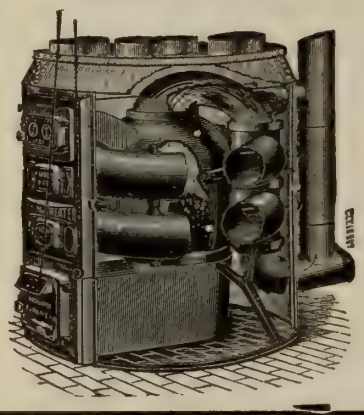
Burgess-Norton Mfg. Co.
Geneva, Illinois, U.S.A.

Bur-Nor Hatchets Never Loose Their Heads

IT'S QUALITY AND ADVANTAGES THAT MAKE

CANADIAN HOWARD DOUBLE RADIATOR FURNACES

THE CHOICE OF MOST BUILDERS



The "HOWARD" Furnace means an enormous economy in fuel to the user, as the heat and gases have to pass through two radiators, thereby greatly reducing the heat by the time it reaches the smoke pipe, which, in the ordinary furnace would go up the chimney.

We employ only the most skilled mechanics and use only the best materials in the manufacture of this furnace.

Mr. Dealer, if you want to handle a line that will prove completely satisfactory to your customers, and a money-maker for yourself, investigate the HOWARD. Remember it is absolutely guaranteed. Write us for particulars.

The C. NORSWORTHY CO., Ltd., St. Thomas, Ont.

Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

¶ "He must know before he begins it that he must spend money—lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.



THE PRICE OF COAL IS GOING UP

and most of the heat is going up, too—up the chimney—unless it is intercepted and used by means of a

WRIGHT'S TUBULAR RADIATOR

This takes the place of a length of stove pipe, and the heat it produces from the waste gases and smoke is sufficient to heat an ordinary room to the proper temperature.
The air in the room passes through the centre portion of the Radiator by means of six tubes, and issues from the top in six columns of warm air.
It will pay you to keep these radiators in stock—especially this year, when a shortage of coal is predicted.

No.	Size.	Size pipe collar.	Weight.
10	10 x 24 in.	6 in.	12½ lbs.
100	10 x 24 in.	5 in.	12½ lbs.
14	14 x 28 in.	6 in.	18 lbs.
140	14 x 28 in.	7 in.	18 lbs.

Finished in Blue-Black Steel, with Nickeled name plate.
Each Radiator Papered and Crated.

E. T. WRIGHT & CO., HAMILTON, CAN.

(H. G. WRIGHT)

Agencies at Vancouver, Winnipeg and Toronto.

CANADIAN TUBE & IRON CO., LIMITED

Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR JOBBER FOR

TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

Also NIPPLES
Black and Galvanized
All Sizes.

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL,

Works: Lachine Canal

MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF."

Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B.C.



A Battery Made In The West

will reach Western consumers much fresher and active than imported or Eastern made batteries. There lies the whole secret of the preference shown by the West for

X CELL
Dry Batteries
(Made in Winnipeg)

No cell reaches a dealer over five days old. Each and every cell shows high initial amperage, possesses strong powers of recuperation, and is good for long service.

Electric Flashlights

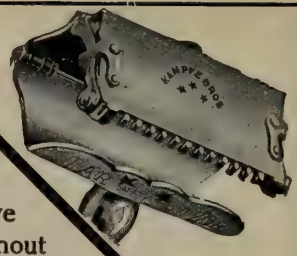
These goods will prove fast sellers when properly displayed. The demand will surprise you, and the profits make the trade worth while. We carry best lines only, and quote lowest prices. Write us at our factory.

Canadian Carbon Company
OF WINNIPEG, LIMITED

Bury and Irish Ave., - - Winnipeg

E. W. HANNA, President and Managing Director

STAR
Safety Razor



The only safety with a barber's blade. It will give satisfaction for years without additional cost.

We are receiving many inquiries from Canada for STAR goods. We give these to our dealers whenever possible. Our national advertising is making the demand greater daily.

Many dealers are dressing their windows with STAR goods and display matter. It draws to their stores the purchasers of STARS created by our advertising. Are you one of these dealers?

Write us for display matter of all kinds and for 1912 Catalog of



STAR Safety Razors
STAR Shaving Brushes
STAR Diagonal Grooved Strops
STAR Automatic Stropping Machines
STAR Safety Corn Razors

Your jobber will supply you

Kampfe Bros.
12-14 Reade Street
NEW YORK CITY



A Display of

"Peerless" Hangers and Fasteners

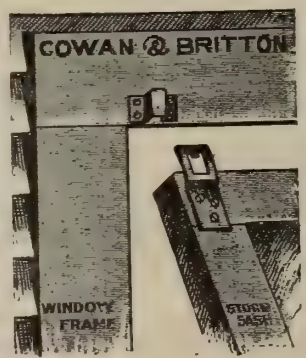
Will Bring Many Buyers Your Way

Every person who sees these articles will realize their **great convenience.**

When a storm sash is hung with "PEERLESS" Hangers they stay where they have been placed and cannot rattle or be blown off.

The "PEERLESS" Fastener 1719 fills a long-felt want, as by means of it houses can be ventilated and windows washed as well in the winter as in the summer, owing to these goods making it possible for the window to be opened 3, 6 or 10 inches, with no danger of blowing off and no rattle. When the window is closed, the hanger turns straight up, and is slipped over nail that is put in the frame, and thus effectively locks window.

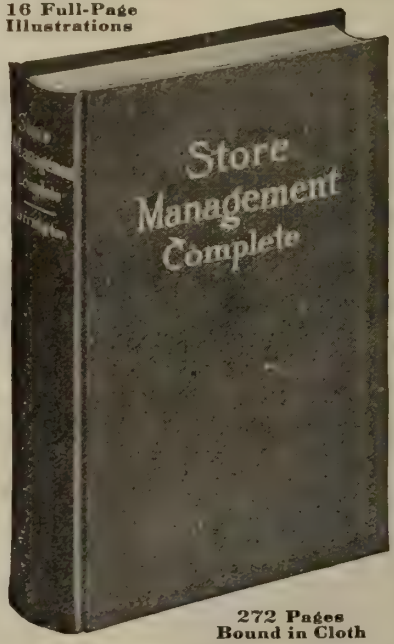
Write us at once for full particulars and prices as the time for storm windows will soon be here.



Cowan & Britton
GANANOQUE, ONT.

Store Management—Complete

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK
BY
FRANK FARRINGTON

A Companion Book to
Retail Advertising Complete

$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—**THE STORE POLICY**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

TECHNICAL BOOK DEPARTMENT
143-149 University Ave., - Toronto, Canada

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Acme Shear Co. 91
American Bolt & Screw Case Co.. 72
American Grinder Mfg. Co. 84
American Shearer Co. 90
American Wringer Co. 20
Armstrong Bros. Tool Co. 90
Angle Mfg. Co. 17
Atkins & Co., E. C. 92
Atlas Mfg. Co. 90
Auto Controller Co., The 16
Aylmer Pump & Scale Co. 86

Barber Asphalt Paving Co. 17
Barker, D. J., & Son 24
Barnett, G. & H. 84
Barton Netting Co. 83
Belleville Hdw. & Lock Co. 1
Bemis & Call Hdw. & Tool Co..... 89
Berry Bros. 77
Bosse & Banks 90
Boston Varnish Co., The 67
Bowser, S. F., & Co., Ltd. 61
Brand, Ed. 89
Brandram-Henderson, Ltd. 59
Brantford Oven & Rack Co. 93
Brown Boggs Co., The 81
Buck Stove Co., Wm. 24
Buffalo Mfg. Co. 14
Burrow Stewart & Milne 28
Burmans Clippers 68
Burroughes Mfg. Co. 72
Burgess Norton Co. 94

Cameron & Campbell 90
Canada Foundry Co. 88
Canada Glue Co. 11
Canada Metal Co. 74
Canada Steel Goods Co. 8
Canada Wire & Iron Goods Mfg. Co. 76
Canadian Carbon Co. 96
Canadian Copper Co. 79
Can. Fairbanks-Morse Co., Ltd. 2
Canadian Ferrosteel Co. 30
Canadian Hart Wheels 90
Canadian Oil Cos. 70
Canadian Rope Buckle Co. 88
Canadian Tube & Iron Co. 95
Can. Heating & Ventilating Co. .. 23
Caverhill, Learmont & Co. 29
Chatham Malleable & Steel Mfg. Co., Ltd. 72
Chicago Spring Butt Co. 1
Collette Mfg. Co. 76
Cowan & Britton 96
Craven & Sharpley 92
Crawford Co., W. C. 77
Cummer-Dowswell, Ltd. 21
Cummings & Co., Jas. H. 5

Davidson, Thos., Mfg. Co. 22
Dennis Wire & Iron Co. 91
Delta File Works 23
Directory of Manufacturers 90 91
Dominion Cartridge Co. ..... 32 and outside back cover
Dominion Iron & Steel Co. 68
Dorken Bros. 8
Dougall Varnish Co. 73
Double Claw Hammer Co. 86

Enterprise Mfg. Co. 12
Enterprise Enamel Co. 14

Findlay Bros. 27
Ford Auger Bit Co. 79
Fox Supply Co. 14

Galt Art Metal Co. 22
Garlock Packing Co. 87
Gibb, Alexander 90
Gipe, Hazard Store Service Co., The 89
Gillette Safety Razor Co. ..... Inside front cover
Goodell-Pratt Co. 81
Greening, B., Wire Co. 15
Gutta Percha & Rubber Mfg. Co., Inside back cover

Hamilton Cotton Co. 91
Hamilton & Son, C. J. 16
Hamilton Stamp & Stencil Wks... 90
Harris, J. W., Co. 80
Harrington & Richardson 78
Heinisch, R., Sons Co. 63
Hoblis Mfg. Co. 61
Howland, H. S., Sons & Ci. 7
Hutton, Jas., & Co. 88

Imperial Varnish & Color Co. 57
International Varnish Co. 75

James & Reid 90
Jamieson & Co., Ltd., R. C. 65
Jardine, A. B., & Co. 93

Kuhne Anderton Mfg. Co. 14

Laidlaw Bale Tie Co. 80
Leslie, A. C., & Co. 31
Lewis Bros., Ltd. 3
Lloyd, Ed. 93
London Bolt & Hinge Works 89
London Foundry Co. 80
London Rolling Mill Co. 79
Lowe Bros., Ltd. 57
Lufkin Rule Co. .....Inside back cover
Lundy Shovel & Tool Co. 74

McArthur, Alex., & Co. 63
McClary Mfg. Co. 25 26
McDougall, R., Co. 76
McGlashan-Clarke Co., Ltd. 63
McKinnon Chain Co. 84

Mab Co., The 89
Magnolia Metal Co. 10
Maple City Mfg. Co. 85
Martin-Senour Co. 73
Maxwell, D., & Sons 80
May & Padmore ....Inside back cover
Meakins & Sons 82
Metallic Roofing Co. 19
Metal Shingle & Siding Co. 88
Millers Falls Co. 20
Mitchell & Co., David 90
Moore & Co., Benjamin 65
Morris & Bailey Steel Co 10
Morrison Brass Mfg. Co. 28
Myers & Bro., F. E. 93

National Acme Mfg. Co. 31
National Cash Register 18
National Hardware Co. 15
National Mfg. Co. 9
Newman, W., & Sons 90
Nickle Plate Stove Polish Co. 88
Nicholson File Co. 85
Norsworthy, C., & Sons 94
North Bros. Mfg. Co. 1
Nova Scotia Steel & Coal Co. 93

Oakey, John & Co. 79
Ohio Foundry Co. 24
Ontario Lantern & Lamp Co., Ltd 77
Onward Mfg. Co. 25
Otterville Mfg. Co. 88
Owen Sound Steel Press Wks..... 30
Owen Sound Wire Fence Co. 39

Parmenter Bullock Co., The 90
Pease Fdry. Co. 91
Peterborough Lock Co. 92
Pinchin-Johnson & Co., Ltd. ..... Outside front cover
Pittsburg Lamp Brass & Glass Co. 97
Pink, Thos. 19

Ramsay, A., & Sons Co. 70
Raymond Bros. 90
Remington Arms Union Met. Cart. Co. 32
Reynolds & Jackson 82
Rice, Knight, Ltd. 86
Robertson Mfg. Co., Ltd., P. L... 100
Ross Rifle Co. 100

Samuel, M. & L., Benjamin & Co. 87
Samuels, J. 89
Saskatchewan Glass & Supply Co., The 30
Schramberger Uhrfedernfabrik 23
Seymour, Henry T., Shear Co. 91
Sharrat & Newth 91
Shaw, A., & Son 91
Sheet Metal Products Co. 2
Sherwin Williams Co. 71
Shurly-Dietrich Co., Ltd. 95
Simonds Canada Saw Co. 85
Smith Hardware Co. 89
Sorby & Sons, Ltd., Robt. 76
Southington Mfg. Co. 90
Spooner, Alonzo W., Ltd. 90
Standard Chain Co. 10
Standard Paint & Varnish Co. 69
Standard Silver Co. 13
Stanley Rule & Level Co. 84
Steel Co. of Canada, Ltd. 6
Steel Trough & Machine Co. 20
Stephens, G. F., & Co. 65
Stevens Hepner & Co. 86
Still, J. H. .....Inside back cover
Stratford Mfg. Co. 17

Tallman Brass & Metal Co. 88
Thompson, B., & S. H. 97
Toronto Plate Glass Importing Co. 63
Townsend & Co., S. P. 16

Utica Drop Forge Co. 89
Walker Bin & Fixture Co. 11
Want Ads. 66
Ware Mfg. Co. 83
Western Distributors, Ltd. 90
Western Wire & Nail Co. 91

Wheeler & Bain 16
White Mop Wringer Co. 79
Whitman & Barnes Mfg. Co. 83
Wilckes-Martin-Wilckes Co. 88
Winnipeg Paint & Glass Co., Ltd... 69
Woodstock Wagon & Mfg. Co. 93
Wright, E. T., & Co. 95

Window Glass

Prompt Import From Belgium

Chance's Glass

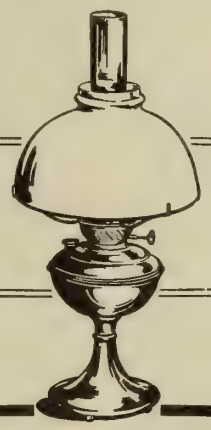
Plate Glass

Colored Glass

B. & S. H. THOMPSON & CO.

Limited

MONTREAL, QUE.



Success Lamps

Needed in Every Home

IF you're not featuring these lamps now, Mr. Merchant, you're letting a lot of possible sales get by. All over Canada aggressive men are making them a leader for the fall furnishings trade, and they're doing a rattling business. Show your customers that they need at least one Success Lamp in their homes. Believe us, it will pay you handsomely.

The Pittsburgh Lamp, Brass & Glass Co.

Canadian Branch

PITTSBURGH

119 Wortley Road, London, Ont.

R. E. DAVIS, Special Representative
General Offices and Factories: PITTSBURGH, Pa., U.S.A.

CLASSIFIED LIST OF ADVERTISEMENTS

Abrasive Wheels
London Emery Works, London, Eng.
Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Wheels, Hamilton.

Aluminum Ware
Hero Mfg. Co., Philadelphia.
Northern Aluminum Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
Ware Mfg. Co., Toronto.
Wondershine Limited, Toronto.

Ammunition
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York.

Animal Traps
Oneida Community Ltd., Oneida, N.Y.

Anchors
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.

Auger Bits
Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.
Tobin Arms Mfg. Co., Woodstock.

Babbitt Metal
Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
Tallman Brass & Metal Co., Hamilton.

Bar Iron
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.

Bale-Ties
Laidlaw Bale-Tie Co., Hamilton, Ont.

Bar Urns
Buffalo Mfg. Co., Buffalo, N. Y.

Bath Room Fittings
Buffalo Mfg. Co., Buffalo, N.Y.
S. Sternau & Co., Brooklyn, N.Y.

Belting
Dominion Belting Co., Ltd., Hamilton
Sadler & Haworth, Montreal.

Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Co., Toronto.

Bird Cages
E. T. Wright & Co., Hamilton.

Binder Twine
Plymouth Cordage Co., N. Plymouth, Mass.

Bolts and Nuts
London Bolt and Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.
National Acme Mfg. Co., Montreal.

Boilers and Radiators
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.

Bolts—Expansion
Star Expansion Bolt Co., New York.

Brackets Shelf
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
Stanley Works, New Britain, Conn.

Brass Goods.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton
Stover Mfg. Co., Freeport, Ill.

Brass, Sheets, Tubes and Rods.
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton

Brushes.
Meakins & Sons, Hamilton.
Stevens-Hepuer Co., Port Elgin.

Bridle Rings—Galvanized, Brass and Plain.
Star Expansion Bolt Co., New York.

Builders' Tools and Supplies.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Lufkin Rule Co., Saginaw, Mich.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., N. Britain

Builders' Hardware.
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough.

Butts.
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain, C.

Cans
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., Toronto.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

Carriers, Cash and Parcel
Hamilton Brass Mfg. Co., Hamilton.

Carpet Sweepers
Bissell Carpet Sweeper Company, Grand Rapids, Mich.

Carriage Heaters
Chicago Flexible Shaft Co., Chicago.

Carriage Springs and Axles
Guelph Spring and Axle Co., Guelph.

Cartridges
Dominion Cartridge Co., Montreal.

Cash Registers
National Cash Register Co., Toronto.

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Cement
Canada Cement Co., Montreal, P.Q.
Alf. Rogers, Ltd., Toronto.
B. & S. H. Thompson & Co., Montreal

Chain, Trace, Logging, Halter, Dog Leads, Agricultural.
McKinnon Chain Co., St. Catharines, Ont.

Churns
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont
Maxwell, David, & Sons, St. Mary's, Ont

Chafing Dishes
Buffalo Mfg. Co., Buffalo.
S. Sternau & Co., Brooklyn, N.Y.

Chaplets
S. Cheney & Son, Manlius, N.Y.

Clippers—All Kinds
American Shearer Mfg. Co., Nashua, NH
Chicago Flexible Shaft Co., Chicago.
Coates Clipper Mfg. Co., Worcester, Mass.

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines
Cummer-Dowswell Ltd., Hamilton, Ont
Hamilton Cotton Co., Hamilton.

Clothes Wringers
Cummer-Dowswell Ltd., Hamilton, Ont
American Wringer Co., New York City

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Cordage
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Cow Ties
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines, Ont.
Oneida Community, Ltd., Niagara Falls

Cuspidors
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co., Montreal
Crookes, Jonathan & Son.
Dorken Bros. & Co., Montreal.
Greeff, Bredt Co., Toronto.
Henderson & Richardson, Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S., Sons & Co., Toronto
Hutton, Jas., & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.

Door Bolts.
Montreal Hdwe. Mfg. Co., Montreal.

Door Checks.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.

Door Hangers.
F. E. Myers & Bro., Ashland, O.
Richard Wilcox Mfg. Co., Aurora, Ill.

Door Springs.
Stover Mfg. Co., Freeport, Ill.

Drawer Pulls.
P. & F. Corbin, New Britain, C.
Stover Mfg. Co., Freeport, Ill.

Drills, Brick and Stone.
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.

Drills—High Speed
Alexander Gibb, Montreal.

Drinking Cups
Hero Mfg. Co., Philadelphia.

Dry Batteries
Canadian Carbon Co., Winnipeg.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.

Emery or Corundum Wheels
The Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Wheels Limited, Hamilton, Ont.
London Emery Works, London, Eng.

Electric Fixtures
The Barton-Netting Co., Ltd, Windsor Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Emery Cloth
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Emery Wheels.
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Enameled Ware
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
McClary's, London, Ont.

Escutcheon Pins
The Parmenter & Bulloch Co., Ganaoque, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Fencing—Woven Wire
The Steel Co. of Canada, Ltd., Hamilton.

Files and Rasps
Barnett Co., G. & H., Philadelphia, Pa
Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.

Firearms and Ammunition
Harrington & Richardson Sons Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
Tobin Arms Mfg. Co., Woodstock.

Fire Escapes
Canada Foundry Co., Ltd., Toronto.
Dennis Wire & Iron Co., London.

Fire Grates.
Ohio Foundry & Mfg. Co., Steubenville, O.

Fine Irons
Stover Mfg. Co., Freeport, Ill.

Fire Place Furnishings
The Barton-Netting Co., Ltd., Windsor, Ont.

Flint Paper
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Floor Scrapers.
Fox Supply Co., Brooklyn, Wis.

Food Choppers
Enterprise Mfg. Co., Philadelphia.
D. Maxwell & Sons, St. Mary's.

Foot Warmers
Chicago Flexible Shaft Co., Chicago.

Forgings
Steel Co. of Canada, Limited, Hamilton.

Furnaces, see Stoves

Galvanizing
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd, Hamilton.

Galvanized Iron
W. Gilbertson & Co., Ltd., Alex. Gibb, Montreal, Agent.
Henderson & Richardson, Montreal.
John Lysaght, Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.

Gas Fixtures
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto

Glass
Hobbs Mfg. Co., London.
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg
Consolidated Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
B. & S. H. Thompson & Co., Montreal.

Glass, Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.

Glass Paper
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Glass, Wired
Hobbs Mfg. Co., London.
Toronto Plate Glass Imp. Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto

Glaziers' Diamonds
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.

Glue
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.

Grinding Machinery.
London Emery Works, London, Eng.

Grindstones
Richards-Wilcox Mfg. Co., Aurora, Ill.
American Grinder Mfg. Co., Milwaukee.

Guns
Harrington & Richardson Arms Co. Worchester, Mass.
Tobin Arms Mfg. Co., Woodstock, Ont.
C. J. Hamilton & Son, Plymouth, Mich.

Hammers
Stover Mfg. Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles
Still, J. H., Mfg. Co., St. Thomas.
W. C. Crawford Co., Tilbury.

Hardware, Metal Window.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.

Hay Unloading Tools
F. E. Myers & Bro., Ashland, Ohio.

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananoque.
Montreal Hardware Co., Montreal.
The Stanley Works, New Britain, Conn.

Hinges, Spring
Chicago Spring Butt Co., Chicago.
Standard Mfg. Co., Shelby, Ohio.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
St. Marys Wood Specialty Co., St. Marys.

Hooks
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Stover Mfg. Co., Freeport, Ill.

Hoop Iron
The Steel Co. of Canada, Ltd., Hamilton.

Hoops—Steel and Wire
Laidlaw Bale-Tie Co., Hamilton, Ont.

Horseshoes and Nails
Steel Co. of Canada, Ltd., Hamilton

Ice Cream Freezers
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

Ice Cutting Tools
North Bros. Mfg Co., Philadelphia, Pa

Iron and Steel Bars
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton
London Rolling Mill Co., London.

Iron Pipe
Steel Co. of Canada, Ltd., Hamilton.
Canada Tube & Iron Co., Montreal.

Iron Pumps
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
Red Jacket Mfg. Co., Davenport, Iowa
F. E. Myers & Bro., Ashland, Ohio.

Knife Polish
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Ladders, Step.
Otterville Mfg. Co., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.

Ladders—Shelf
Hamilton Brass Mfg. Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Lamps, Acetylene
Maple City Mfg. Co., Monmouth, Ill.

Lampblack
The L. Martin Co., New York.
Wilckes Martin Wilckes Co., New York

Lanterns
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.

Lawn Fencing
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
McGregor Banwell & Co., Walkerville
Banwell Hoxie Wire Fence Co., Hamilton.

Lawn Mowers
D. Maxwell & Sons, St. Mary's, Ont.
Supplee Hardware Co., Philadelphia
Clipper Lawn Mower Co., Dixon, Ill.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.

Lawn Swings
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Lightning Rods
Hamilton Brass Mfg. Co., Hamilton, Ont.

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools
Pink, Thos., & Co., Pembroke, Ont

Manufacturers' Agents
Gibb, Alexander, Montreal.
McIntosh, H. F., & Co., Toronto.
Western Distributors Ltd., Saskatoon.

Mantels and Grates
The Barton-Netting Co., Ltd., Windsor, Ont.

Match Boxes
Stover Mfg. Co., Freeport, Ill.

Metals
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
McKechnie Bros., Birmingham, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
Tallman Brass & Metal Co., Hamilton
Thompson, B. & S. H. & Co.,Montreal

Metal Lockers
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.

Metal Stove Fronts
Canada Foundry Co., Ltd., Toronto.

Mop Holder
Theo. J. Ely Mfg. Co., Erie, Pa.

Mop Wringers
Theo J. Ely Mfg. Co., Girard, Pa.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.

Nails, Wire
Laidlaw Bale-Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton.

Oilers
Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E. T. & Co., Hamilton, Ont.

Oil Stones
Canadian Hart Wheels, Hamilton, Ont
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Oil Tanks
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont

Packing
Garlock Packing Co., Hamilton, Ont.

Paints, Oils, Varnishes
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover
Chadeloid Chemical Co., New York.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.

Perforated Sheet Metals
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Samuel Benjamin & Co., Toronto.
A. C. Leslie & Co., Montreal.

Pipe, Wrought Lead and Galvanized
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pliers
Henderson & Richardson, Montreal.
Smith Hardware Co., Montreal.

Poultry Netting
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Pruning Knives
International Tool Co., Detroit.

Pulleys (Sash, etc.)
P. & F. Corbin, New Britain, Conn.

Pumps
Canada Foundry Co., Ltd., Toronto.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Red Jacket Mfg. Co., Davenport, Iowa.

Pumps, Power
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.

Rat Traps
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.

Razors
Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorker Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Kampfe Bros., New York.

Razor Blades.
Schramberger, Uhrfedernfabrik, Schramberg, Germany.

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton.
Carborundum Co., Niagara Falls, N.Y.

Razor Strops
J. R. Torrey & Co., Worcester, Mass.

Registers
Jas. Stewart Mfg. Co., Woodstock, Ont.
Canadian Ferrosteel Co., Bridgeburg.

Rivets
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies
Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
Canadian Supply Co., Toronto.
Dominion Roofing Co. of Canada, Ltd., Toronto.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg.

Rope
Independent Cordage Co., Toronto.

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.

Saws
Atkins, E. C., & Co., Indianapolis, Ind.
Disston, Henry, & Sons, Philadelphia.
Drabble & Sanderson, Sheffield, Eng.
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

Scales
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Renfrew Scale Co., Renfrew, Ont.

Screen Door Sets
P. & F. Corbin, New Britain, Conn.
Stanley Works, New Britain, Conn.

Screws, Nuts, Bolts
National Acme Mfg. Co., Montreal.
Steel Co. of Canada, Limited, Hamilton.

Screws, Wood
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Hamilton.

Scythe Stones
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors
Acme Shear Co., Bridgeport, Conn.
R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
J. Wiss & Sons Co., Newark, N.J.

Shelf Boxes
Cameron & Campbell, Toronto.

Shellacs
Berry Bros., Walkerville.

Shovels and Spades
Spear & Jackson, Sheffield, Eng.

Sieves and Screens
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silverware
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.

Sporting Specialties.
Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Cavers Bros., Galt, Ont.
T. Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.
Spramotor Co., London.

Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.

Spring Hinges, Etc.
Chicago Spring Butt Co., Chicago, Ill.
Standard Mfg. Co., Shelby, Ohio.

Stains, Shingle
Berry Bros., Walkerville.

Stains, Wood
Berry Bros., Walkerville.

Staples
B. Greening Wire Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton.

Steel—High Speed
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.

Steel—Cold Rolled Strip
Morris & Bailey Steel Co., Pittsburg.

Steel Wire Hoops
Steel Co. of Canada, Ltd., Hamilton.

Stencils
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont.
Herod Machine & Stamping Co., Brantford.

Store Ladders
Hamilton Brass Mfg. Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Stoves, Furnaces
Burrow, Stewart & Milne Co., Hamilton.
Findlay Bros., Carleton Place.
Clare Bros. & Co., Preston.
Holland Furnace Co., Holland, Mich.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Picton.

Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.
McClary Mfg. Co., London, Ont.

Tacks
The Steel Co. of Canada, Ltd.,Hamilton.

Tapes
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor, Ont.

Tin Plate
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
M. & L. Samuel, Benjamin & Co., Toronto.

Tools
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Armstrong Bros. Tool Co., Chicago.
Robt. Sorby & Sons, Sheffield.
Stanley Rule & Level Co., New Britain.
International Tool Co., Detroit.

Tools—Metal Workers'
Brown-Boggs Co., Hamilton.

Tool Grinders
American Grinder Mfg. Co., Milwaukee Wis.
Luther Grinder Mfg. Co., Milwaukee.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Trucks
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Renfrew Scale Co., Renfrew, Co.

Varnishes: See Paints
Berry Bros., Limited, Walkerville, Ont
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.

Ventilators
Harris, J. W., Co., Montreal.

Vises
Henderson & Richardson, Montreal.
Hollands Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.

Washing Machines, Etc.
J. H. Connor & Son., Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.

Wall Plaster
Manitoba Gypsum Co., Winnipeg.

Waffle Irons
Stover Mfg Co., Freeport, Ill.

Wagons—Children's
Wodstock Wagon Co., Woodstock.

Washers
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

White Lead
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Limited, Hamilton

Wholesale Hardware
Caverhill, Learmont & Co., Montreal
Howland, H. S., Sons & Co., Toronto
Lewis Bros. & Co., Montreal.

Window Guards
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Guards
B. Greening Wire Co., Ltd., Hamilton

Wire Door Guards
B. Greening Wire Co., Ltd., Hamilton

Wire—Iron, Steel, Brass and Copper
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

Wire Mats
Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery
Ed Brand, 472 Moss Lane., Manchester Eng.

Wire Products
Andrews Wire Works, Watford, Ont.

Wire Rope.
The B. Greening Wire Rope Co., Ltd. Hamilton.

Wire Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Jas. Steele Limited, Guelph, Ont.

Wood Finishes
Berry Bros., Walkerville.

Wrenches
Cochran Pipe Wrench Co.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdwe. & Tool Co., Springfield, Mass.

No Time Wasted When You Sell

ROSS RIFLES

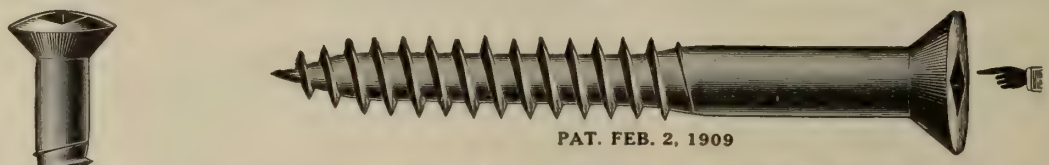


So good is their reputation that all you need to do is to show your customer your samples of "Ross" Rifles, and if he really is in the market his choice is soon made.

By the way, many dealers have not yet any Ross .280 (High Velocity) Rifles. Don't forget that not only is this rifle absolutely the best sporting rifle made and the best rifle value offered, but moreover every sale means a tidy profit to YOU.

WRITE US FOR DISCOUNTS, ETC.

ROSS RIFLE CO. - QUEBEC



PAT. FEB. 2, 1909





ROBERTSON

SOCKET HEAD

WOOD SCREWS



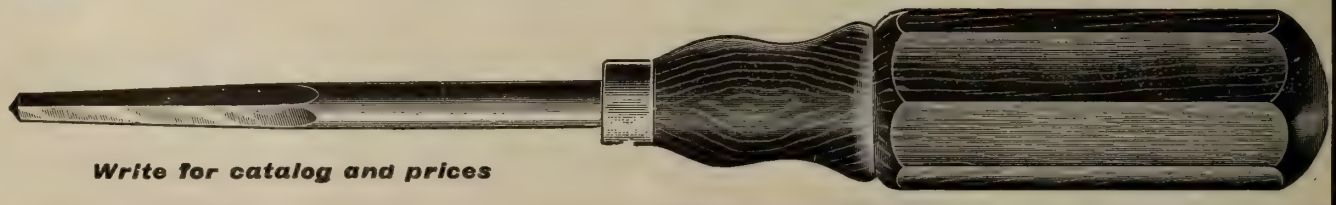


have a new and very important feature in the square hole. It is a feature that wood workers are quick to notice, as it not only preserves the screw, but also saves much of their valuable time, as it does away with all possibility of the screw driver slipping. It is certain to create a large demand in your vicinity after once introduced.

We also manufacture Hand Drivers, Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails, Wire and other high grade products.

The P. L. Robertson Manufacturing Co., Limited, - Milton, Ont.

TORONTO WAREHOUSE, 19 Jarvis Street, - F. J. Schuch, Agent



Write for catalog and prices

CLEAN, SATISFACTORY PROFITS

can only be secured by selling a reliable and serviceable article. In

STILL'S AXE HANDLES

you will have everything that is desired in a quick-selling and reliable handle. The shaping, balancing, finishing and selection of wood are done by experts, and an absolute guarantee accompanies every handle that leaves our factory. Write for price list.

J. H. Still Mfg. Co., Ltd.
ST. THOMAS ONTARIO

MAYMORE



OUR NEW CATALOGUE of BUILDERS' HARDWARE

IS JUST BEING ISSUED
APPLY NOW FOR A COPY
to
THOMAS·W·KIRBY
48. YONGE ST. ARCADE TORONTO.
Manufactured by
MAY & PADMORE LTD. BIRMINGHAM.



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM

MANUFACTURED SOLELY BY

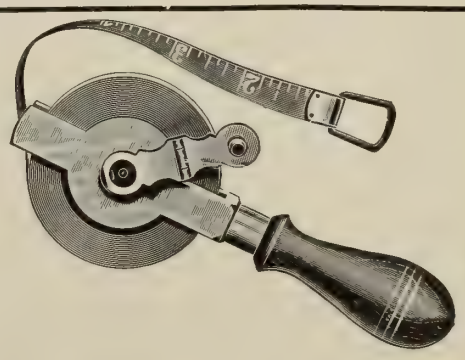
The Gutta Percha & Rubber Mfg. Co. of Toronto, Limited

Toronto Montreal Halifax Winnipeg Calgary Vancouver

MEASURING TAPES

MUST BE ACCURATE

To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.



Those that bear this Trade-Mark **LUFKIN**

are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.

FOR SALE BY ALL JOBBERS. THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.

CATALOGUE ON REQUEST





DOMINION AMMUNITION

Brings Customers

Gives Satisfaction

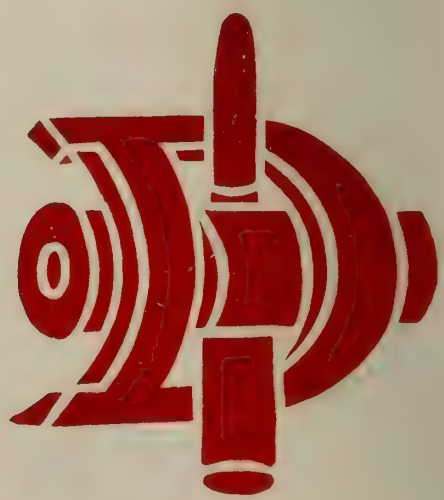
Carries Profits

DOMINION CARTRIDGE COMPANY

Limited

MONTREAL
CANADA





CANADA'S ONLY WEEKLY HARDWARE PAPER.

HARDWARE AND METAL

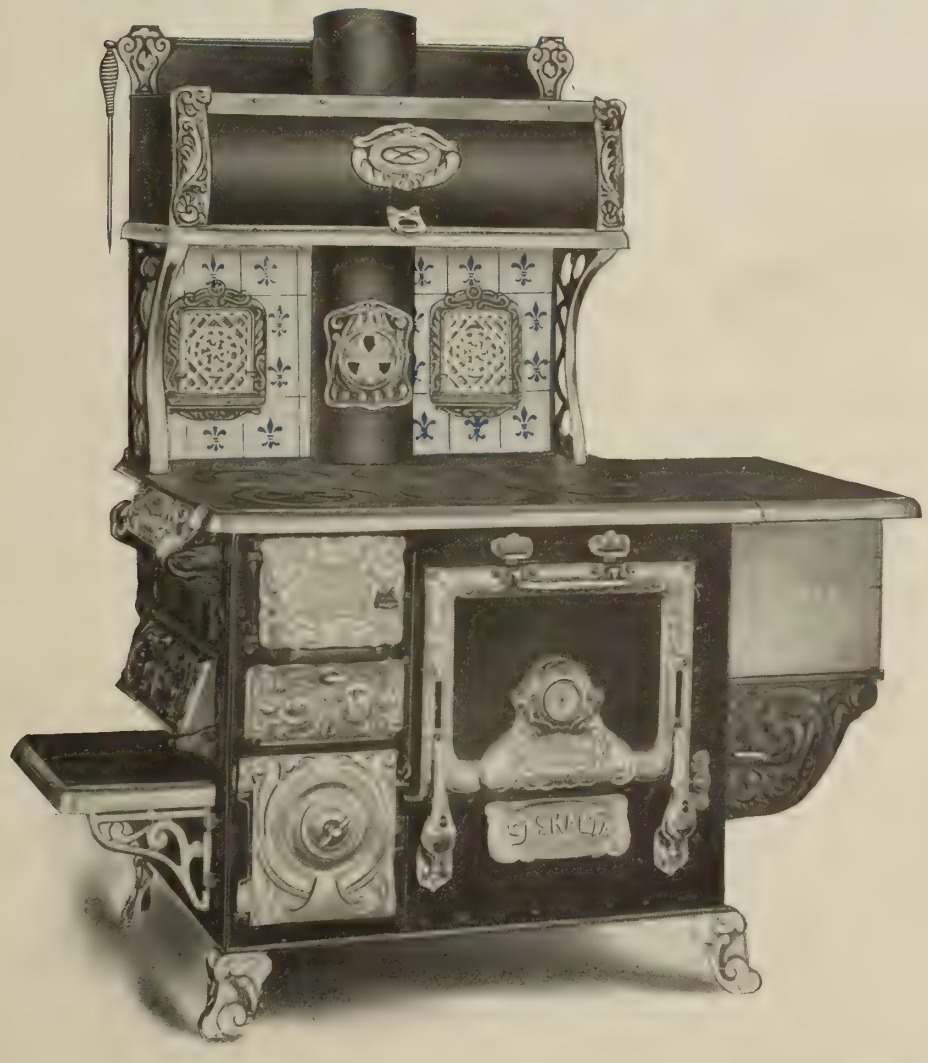
Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXIV. Publication Office: Toronto, Canada No. 40

October 5, 1912

"SASK-ALTA"



The Accepted Standard in Steel Range Building

McClary's



Big Ben Store Helps

In order to enable Canadian dealers to get the maximum benefit from the Big Ben campaign now running in Canadian magazines, we are packing Big Ben specially for Canadian trade, six in a carton with a full set of store selling helps (two posters, two show cards, two metal signs.)

On an order for 12 we add a solid mahogany display stand. On an order for 24 or more, we print your name on dials, give the posters, display stand, and a beautiful metal sign lithographed in five colors.

Big Ben and his selling helps are being carried in stock by 54 wholesale Canadian distributors. We will be glad to let you have their names upon request. Any will tell you Big Ben is the best made and the best selling alarm that's ever been put out.

In broken and dozen lots, $2.05. In lots of 24, $1.95.

The Western Clock Co., La Salle, Ill.

BERLIN, ONT.

HARDWARE AND METAL,
Toronto

Dear Sirs,—Drop out the part referring to wood furnace, as your advertisement has already sold this for us, but continue the item referring to Cornice Brake.

Yours truly,
THE P. HYMMEN CO., LTD.

Somewhere—

just around the corner or half way across the continent is a man who is looking for just such a proposition as you have to offer.

You can get in touch with this man by inserting a "want ad." in Hardware and Metal.

Reaches each week

Hardware Dealers, Clerks,

Travellers and Manufacturers

throughout the Dominion.

PARKHILL, ONT.

HARDWARE AND METAL,
Toronto, Ont.

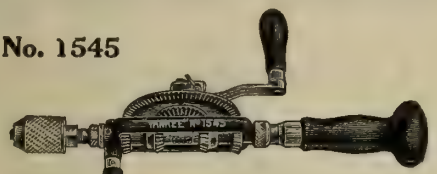
Gentlemen,—Kindly find enclosed P.O. Order to cover insertion of advertisement in your paper. Tools were sold three days following the first insertion and we are still receiving inquiries from all over Canada.

Yours very truly,
THE STEELE HARDWARE STORE.
Per G. F. Steele.

Breast and Hand Drills

With Right and Left-hand Ratchet Movements

No. 1545



3 JAW DOUBLE SPEED

HAND DRILLS
Chuck holds ⅜ diameter.
Length of Drill 16½ in.
Handle has Magazine for Drills.

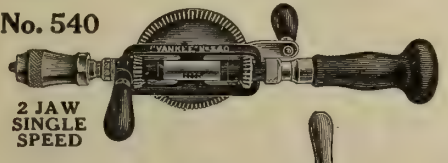
No. 1530



3 JAW SINGLE SPEED

Chuck holds 3-16 diameter.
Length of Drill 10½ inches.
Handle has Magazine for Drill

No. 540



2 JAW SINGLE SPEED

No. 1555



3 JAW DOUBLE SPEED

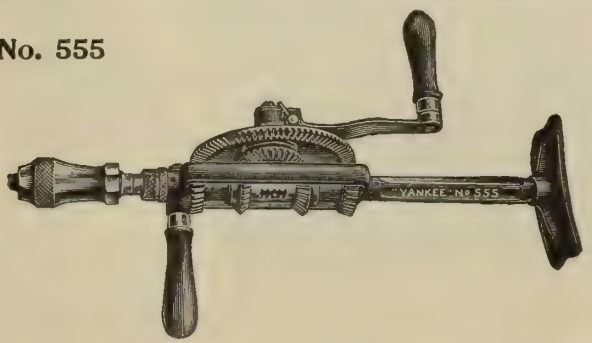
BREAST DRILLS
Chucks hold ½ diameter.
Length of Drill 18 in.

All our other 8 Styles

of "YANKEE" BREAST and HAND DRILLS

have the same unique Ratchet movement found in the No. 555 and which is found in no other Drills made

No. 555



They are constantly advertised; and called for by mechanics. Better stock a large assortment this fall and swing more of this valuable trade your way.

Your jobber will supply you.

Let us send you our 1912 catalog.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

KEEP A FEW OF OUR

"Barrett" Jacks In Stock

THEY'RE STRONG, DEPENDABLE AND PROFITABLE

The Barrett Jack is the best designed, most carefully made, and the safest Jack known to the railroad or industrial world to-day.
The working parts are all accurately machine finished, and when worn out can be easily removed and replaced at slight expense.
The ribs of the base combine great strength with comparatively light weight. These Jacks are adapted to high or low set loads by using either the top of the rack or the projecting foot at the lower end.
The large rectangular shaped base gives great lifting strength, and permits the Jack to be used in close quarters, affording an advantage over round or bulky bases.
The fact that over 300,000 Barrett Jacks have been placed with American steam and street railways is substantial evidence of their worth.

All Barrett Jacks are constructed of the following materials:—
Frame or Base—Malleable iron.
Rack—Forged steel, machine cut teeth.
Pawls—Drop forged open hearth steel of high carbon.
Fulcrum Pin—High carbon rolled steel, machined.
Bearings—Hardened steel.
Handles—Selected ash or hickory.
Barrett Jacks are imitated in appearance, but not in quality.
Write for particulars at once.



TRACK OR TRIP JACKS



AUTOMATIC LOWERING JACKS

The Canadian Fairbanks-Morse Co.,
LIMITED

MONTREAL
ST. JOHN
OTTAWA
TORONTO
WINNIPEG
CALGARY
SASKATOON
VANCOUVER
VICTORIA

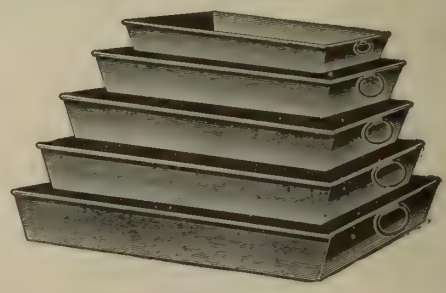
The S.M.P. Sheet Iron Ware

Seamless Drip Pans



PRICES ON APPLICATION

A-1 Dripping Pans



Nos.	6	7	8	9	6	6½	7	8	8½	9
Inches	13¾x8¾	14¾x9¾	16x11	16¾x11¾	12¼x9¼	14x8¼	14½x10¼	16x11½	17¾x9¾	17½x12¾

THE SHEET METAL PRODUCTS COMPANY

OF CANADA — SUCCESSORS TO — LIMITED

Kemp Manufacturing Company

Montreal — TORONTO — Winnipeg

MYERS PUMPS

FOR EVERY PURPOSE

SINGLE and DOUBLE ACTING
FORCE and LIFT
HAND and WINDMILL
PLAIN and RATCHET HANDLE PUMPS
PUMP STANDS THRESHER TANK PUMPS HOUSE PUMPS
TANK PUMPS HAND and POWER SPRAY PUMPS POWER PUMPS
BRASS, BRASS LINED, POLISHED IRON and GLASS-VALVE-SEAT CYLINDERS



Fig. 1138



Fig. 792.

We are also Agents for MYERS HAY CARRIERS and UNLOADING TOOLS

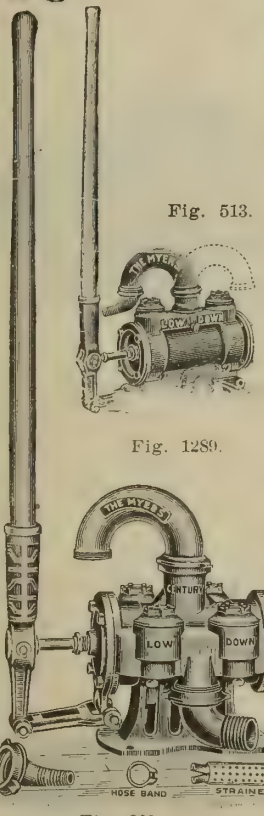


Fig. 513.

Fig. 632.



Fig. 1160.



Fig. 577.

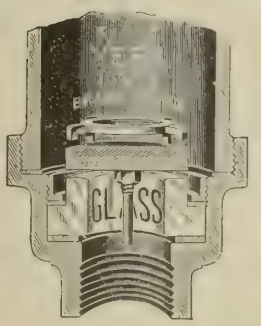


Fig. 1345.





Fig. 722.

Fig. 1289.

Fig. 639.



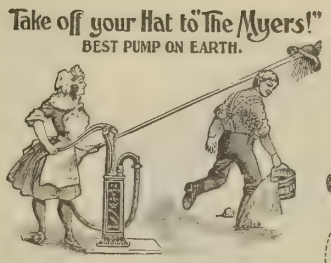
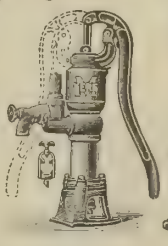


Fig. 902.



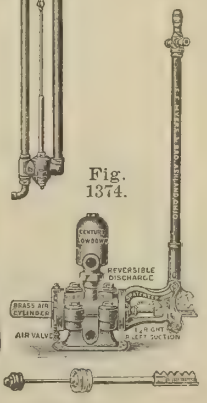
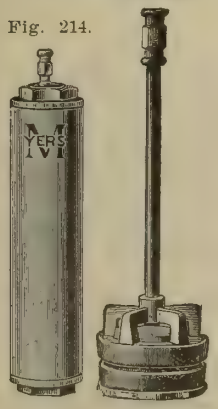


Fig. 1374.

We are also Agents for MYERS BARN DOOR HANGERS

Fig. 869.

Fig. 214.



Dealers who have had no experience with ***MYERS PUMPS*** have no conception of the satisfaction which these goods promote. Always reliable, popular and profitable, they add to the dealer's prestige and stamp him as a merchant who deserves support.

It Is Better To Handle The Myers Than To Wish You Had.

EXCLUSIVE AGENTS for PROVINCE of QUEBEC.
Catalogue sent upon application.

LEWIS BROS., LIMITED

MONTREAL OTTAWA TORONTO

Fig. 593.



Fig. 976.





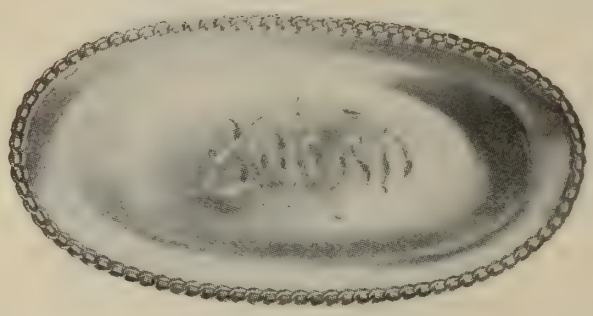
No. 2053 Tea Set

Silverware That Will Bring You Fall Business

We are now manufacturing a large range of Popular Priced Silverware that will appeal specially to the hardware trade



No. 1255 Baker



No. 336 Bread Tray

Our representative will be pleased to call and show you the line and quote prices.

SEND FOR CATALOGUE

STANDARD SILVER COMPANY, LIMITED

Madison Ave. and Dupont St. TORONTO, ONTARIO

Manufacturers of "Silverware That Sells"

Plymouth Rope Policy

How It Affects You

"I have had all sorts of inducements given to obtain my order for rope, even to a written guarantee to be equal to Plymouth in every respect, but your rope had always given satisfaction, and I preferred to deal with people who could be relied upon to give the best without the necessity of being bound by any guarantee."

The claim "equal to Plymouth" will always be heard. It's another way of saying that Plymouth rope is the recognized standard.

Plymouth holds that place by virtue of highest quality year in and year out to every customer big or small.

Alliance with Plymouth means protection of your customers' interests—a policy that will make your position in the local field akin to ours in the nation's business.

Talk these facts over with our distributor's salesman. He knows.

INDEPENDENT CORDAGE CO., Limited

CANADIAN SALES AGENTS

55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg and Vancouver.

The Mark of Leadership

THE
STEEL COMPANY OF CANADA
LIMITED

Our MILLS
are prepared to make
Prompt Shipment

Hay Baling Wire
Bale Ties
Stove Pipe Wire
Clothes Line Wire

DISTRICT SALES OFFICES:

HAMILTON, TORONTO, MONTREAL, WINNIPEG

W. A. MacLennan, Vancouver, B.C.
J. B. H. Rickaby, Victoria, B.C.
H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, Halifax, N.S.



A $12,000 Residence

Here is a handsome residence that cost $12,000 to build. The roof is covered with Samson Ready Roofing. This fact speaks for itself as to the quality and appearance of Samson Ready Roofing, which is ideal for use wherever real protection from the elements is desired.

Samson Ready Roofing Satisfies

It is weather-proof, fire-resisting, sun-proof, and will not dry out, rot or crack. Samson Ready Roofing is Durable, Sightly and Economical. It sells easily and at a good profit.

SEND US YOUR ORDERS.

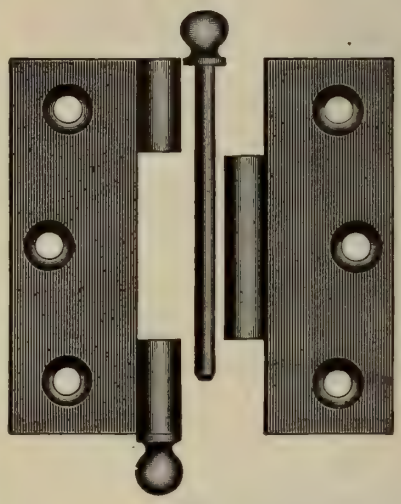
H. S. Howland, Sons & Co., Limited

Wholesale Hardware

WE SHIP PROMPTLY **TORONTO** **OUR PRICES ARE RIGHT**

GRAHAM NAILS ARE THE BEST

Crescent Brand HARDWARE



Butt Hinges Strap Hinges Tee Hinges

Barn Door Hangers Parlor Door Hangers

Trolley Hangers Hinged Hasps Shelf Brackets

Wrought Staples Rollston Pulleys

Gate Hooks Wagon Hardware Etc. Etc. Etc.

Steel Sheets Bands Bars

Rods Wire

CANADA STEEL GOODS CO., Limited

HAMILTON - - - CANADA

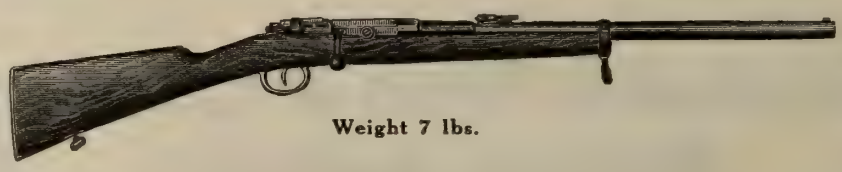
EXTRA SPECIAL OFFER

Fifteen Dollar Rifles For One Third Of The Price. Mr. Dealer, We Wish To Draw Your Attention To A High Grade Single Shot Rifle Which We Are Offering As Long As They Last At The Above Price. Order At Once And Make Money.

Single Shot Rifle

"Mauser" Model 71 Transformed Into A Sporting Rifle, Powerful and Safe

Bolt Action Caliber 11 m-m or 43



Weight 7 lbs.

The Breech Block, Lock and all working parts are made of Fine Tool Steel.

You will have no trouble to dispose of a quantity of these rifles if you will but only show them to your customers. Other merchants are making big money on these rifles. Why not you? So don't delay, but order at once and be convinced. For Quality, Accuracy and Dependability, we give you our absolute Guarantee. This is just the rifle for large game, shoots accurately, and has great carrying distance. No trouble to keep this rifle in order; will stand all kinds of hard usage. Length over all, 39 inches. Length of Barrel, 20 inches. Weight, 7 lbs. Correctly sighted. Perfect safety device.

McGILL CUTLERY CO., P.O. BOX 580 MONTREAL, CANADA



The "Big 4" Barn Door Hanger

It runs like a Railway Train

THE "Big 4" Barn Door Hanger is the most practical hanger made to-day. There are no complicated parts to get out of order—no parts to become dirt clogged—no parts to catch and hitch.

¶ Its very simplicity explains its saleability. Your customer sees for himself—he sees that there are no complications. The rail is braced to insure extra stability—the whole outfit is as husky a one as can be made. Yet with all its fine stability, it is the most flexible hanger on the market—it stands at the head of the list in point of construction, durability and saleability.

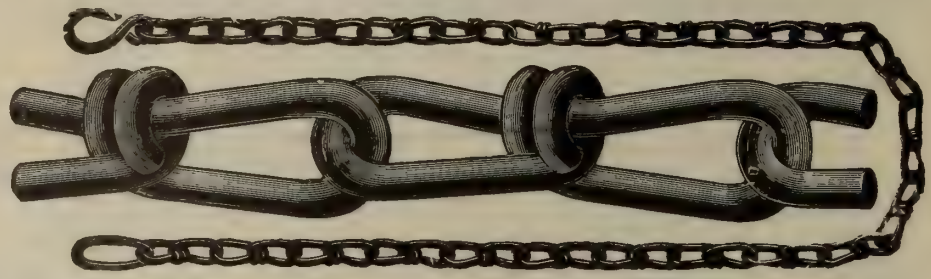
¶ You'll never go wrong the "Big 4" way.

¶ Write for catalogue and dealer proposition.

NATIONAL MANUFACTURING COMPANY

STERLING, ILLINOIS

New Process Steel Wire Trace Chains



Tie Out Chains, Dog Chains, Halter Chains, Cattle Chains

THE MOST SATISFACTORY CHAIN TO HANDLE



TIE OUT CHAINS



HALTER CHAINS



CATTLE CHAINS—Closed Ring



CATTLE CHAINS—Open Ring

MANUFACTURED BY

THE B. GREENING WIRE CO., Limited

HAMILTON, Ont. MONTREAL, Que

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

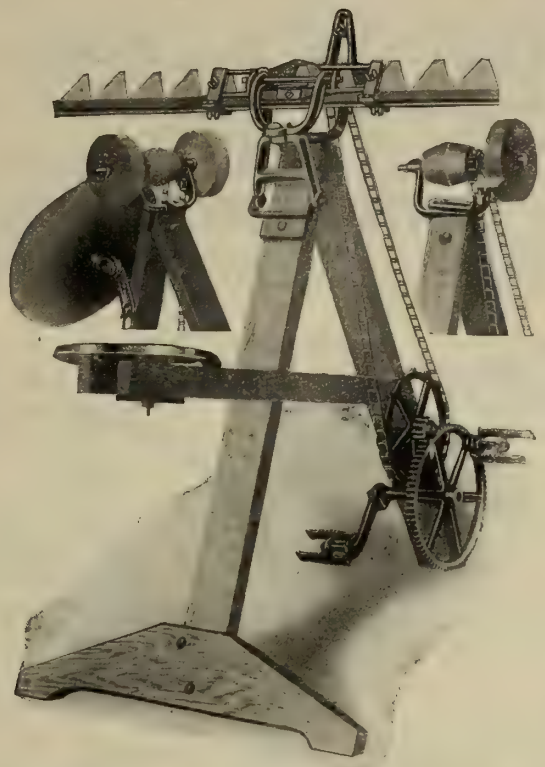
THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.



"Farm Special" for grinding all Farm Tools.

No. 63.



Shaft-drive for mechanics and farmers—foot and engine power. No. 273.

LUTHER

Dimo-Grit

TOOL GRINDERS

The Luther Line includes 32 types of grinders to meet every tool sharpening need for mechanics, farmers, ranchers, machinists, carpenters and every class of tool-users. Every grinder is scientifically designed, strongly built and fully protected by patents.

25 Times Faster Than Grindstones

Dimo-Grit, the new artificial diamond abrasive, best for steel, cuts hardest steel as emery cuts copper. It peels steel away in tiny shavings instead of wearing it away like emery or the grindstone. 25 times faster than the grindstone, 10 times more efficient than emery. No need of cooling with water—no danger of drawing temper.

Shaft Drive Grinders for Farmers and Mechanics.

The Luther shaft-drive grinder is built entirely of steel and iron, with shaft drive in dust-proof housing. It sells in 4 outfits, including one for farmers and one for mechanics. The farmers' outfit includes disc and sickle grinding attachments, and other tool rests for all grinding of farm tools. The mechanics' outfit includes plane-bit and twist drill sharpening attachments, and provides for every sharpening and polishing need. Extra attachments transfer this grinder into jig and circle saws, drill, forge, lathe, milk tester, etc.

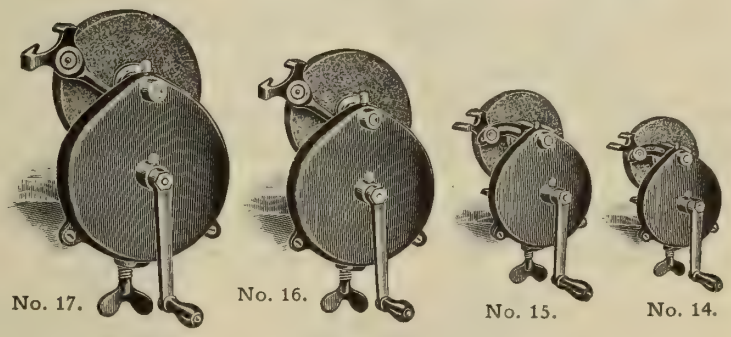
Good Profits for Dealers.

The fast-cutting Dimo-Grit wheels, the superior design and construction of Luther grinders enable dealers to make quick sales. Profits are good, and we give price protection. Write for full information about complete line.

LUTHER GRINDER MFG. CO.

Dept. 139, Stroh Bldg., Milwaukee, Wis.

Canadian Distributors:—Henderson & Richardson, Montreal; Moncrieff & Endress, Ltd., Winnipeg; J. M. Kains & Co., Vancouver, B.C.



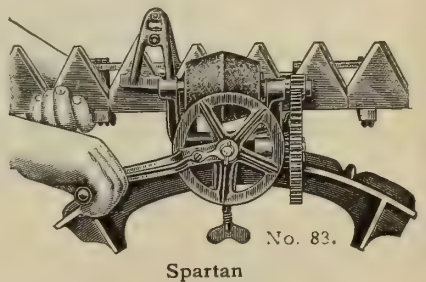
No. 17. No. 16. No. 15. No. 14.

"Mechanics Special"—hand and foot power.



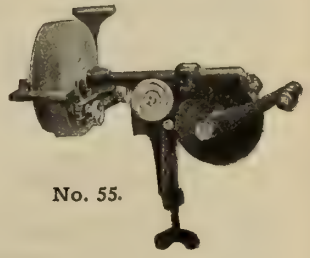
No. 35.

"Compacto"—quickly taken apart or assembled for tool chest service.



No. 83.

Spartan



No. 55.

"Best Maide" uses every surface of wheel.

Every Hardware Dealer Who Does Plumbing Work Should Get Full Details Regarding Our

BATHS, LAVATORIES, BRASS GOODS, FITTINGS, WROUGHT IRON PIPE, SOIL PIPE, SLOAN VALVES, Etc.

They Produce Substantial Profits

We have everything that you require for your plumbing. Our **prices enable you to make installments at a reasonable cost for your customers** and still allow you a **good margin for profit.**

Write us to-day for full particulars on any article or articles in which interested and let us quote you prices.

Send us a trial order—this will convince you of the high quality and real value of our goods.

Everything absolutely guaranteed.

Drop us a Card for FREE Copies of Blue Prints for Septic Tanks and Catalogues for Pneumatic Pressure Tanks

The JOHN STEVENS Co., Ltd.
Wholesale Plumbers' Supplies,
WINNIPEG

HEAVY SQUARE SPRING BOLTS



Very strongly made with the same finish that we put into all our goods.

Far superior to the imported article and fully guaranteed by us. Highest quality goods at attractive prices. Goods made to wear and to last, and goods made with a finish that makes them sell.

HAVE YOU WRITTEN FOR A COPY OF OUR CATALOG YET?

You may not want to buy just now, but you will do well to get our prices. We know that they will interest you.

Montreal Hardware Manufacturing Co., Limited

Manufacturers of Butt Hinges, Light T and Strap Hinges, Heavy T and Strap Hinges, Hinge Hasps, Screw and Strap Hinges, Latches, Door Bolts, Hitching Rings, etc.

MONTREAL, - - CANADA

SOME GOOD SELLERS



Adjustable 8 to 12 Inches.

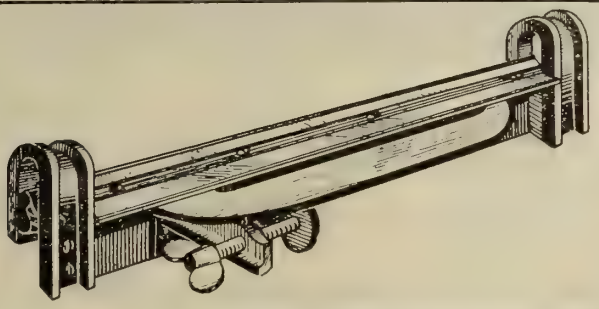
Adjustable Hack Saw Frame, nickel plated and well finished.

Some of Your Customers will insist on having U TI CA TRADE MARK Goods.

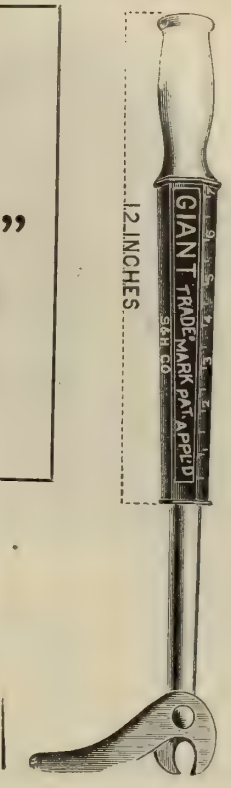


"UTICA" BRAND

There are none better and it will pay you to push them.



Perfection Saw Vise, All Steel.

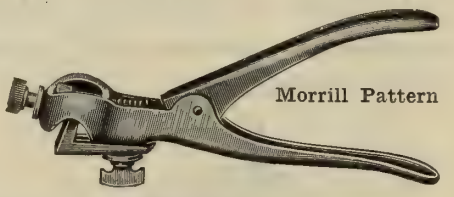


The Original Genuine.

Giant Nail Puller—the first ever made and still the best on the market.



Scoville's Pattern Faucet for Oil or Molasses.



No. 482 Saw Set.
"The Best in the Land."

WE ALSO CARRY A FULL LINE OF GERMAN HARDWARE OF ALL KINDS IN STOCK.

MR. DEALER—

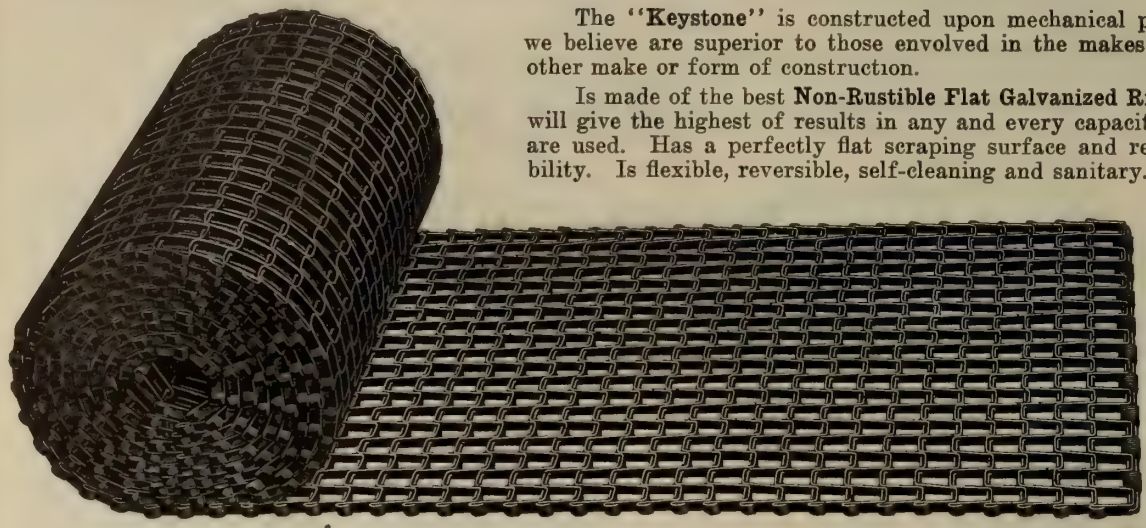
If you have not got a copy of our **GREEN BOOK OF HARDWARE SPECIALTIES,** we will gladly send one on receipt of post card.

Smith Hardware Co., Limited 240 Lemoine Stree Montreal : Canada

"Keystone" Flexible Steel Matting

A MAT WITHOUT A FLAW

A SPLENDID MAT TO PUSH THIS WINTER



The "**Keystone**" is constructed upon mechanical principles which we believe are superior to those envolved in the makes of any mat of other make or form of construction.

Is made of the best **Non-Rustible Flat Galvanized Ribbon Steel**, and will give the highest of results in any and every capacity wherein mats are used. Has a perfectly flat scraping surface and remarkable durability. Is flexible, reversible, self-cleaning and sanitary.

The mesh or body of Keystone is of continuous crimp from end to end, no short sections entering into its construction.

Made in any size or shape. Try "Keystone" for quick sales and good profits.

Kuhne-Anderton Mfg. Co.

SOLE MANUFACTURERS OF:
Keystone Flexible Steel Mats, Ideal Wire Door Mats, (Rigid)
Simplex Flexible Wood Matting

PORT HOPE, ONTARIO
CANADA

Choice Chafing Dishes

ALWAYS MAKE ACCEPTABLE PRESENTS



Made in Silver and Nickel Plate, capacity three pints. Patent asbestos forced draught lamp with each dish, or peerless regulating lamp. Handles of rubberoid or staghorn.

Ask for Catalogue.

The Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives
H. F. McIntosh & Co., 28 Toronto Street, Toronto

THE CORONA ROASTER

YIELDS A GOOD PROFIT



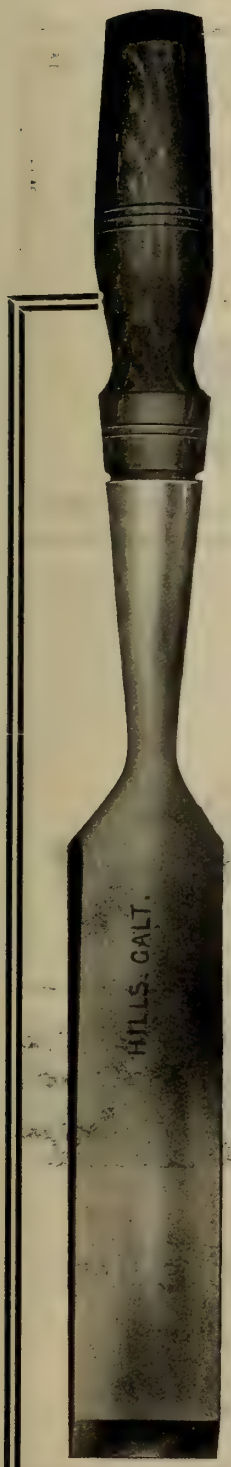
Housewives appreciate this roaster because it is as easily kept clean as a dinner plate. The hard, glossy enamel cannot crack or chip off. Can be used for roasting any kind of meats, and is fully adapted to meet the requirements of a perfect roaster. The double air jacket is all made of the one piece of steel.

WE HELP YOU MAKE SALES
by supplying advertising matter.
DON'T MISS A CHANCE TO PROCURE THIS IDEAL TRADE WINNER. Let us send you a trial order. Full directions accompany each roaster.
We manufacture a big line of well-known Enameled and steel ware in "Corona" and "White Star" and other Brands.

THE ENTERPRISE ENAMEL CO., Bellaire, Ohio.

WE MANUFACTURE THE HIGHEST GRADE LINE OF

AXES, CHISELS, HAMMERS, DRAW KNIVES, LUMBERING TOOLS, ADZES, Etc.





Our Guarantee

WE guarantee to replace free of charge any tools that prove defective in material or workmanship.



Allan Hills Edge Tool Co.

LIMITED

Galt, Ontario, Canada

MAGNOLIA



Will Run With WATER As A Lubricant

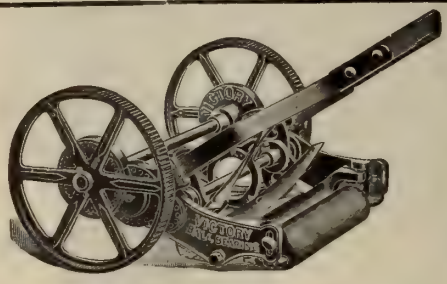
The U S. Government Tested It With Water Up To 600 Lbs. Per. Sq. Inch.
490.58 Revolutions Per Minute.

SOLD BY LEADING DEALERS EVERYWHERE OR BY

MAGNOLIA METAL COMPANY

OFFICE & FACTORY, 225 St. Ambroise St., Montreal

TRADE MARK TRADE MARK

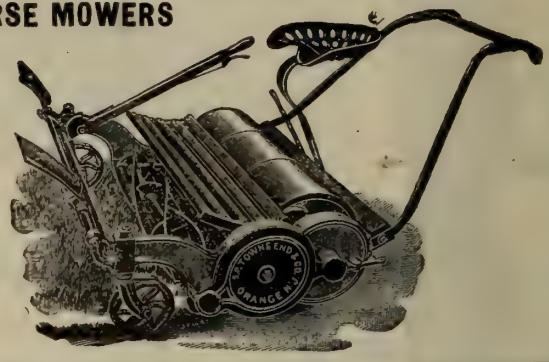


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.

Reap Good Profits

and retain your good reputation by selling rifles that create enthusiasm among old and young users through their accuracy, balance and dependability. When it comes to delivering the goods, the



This rifle is excellently finished — the working parts are made of the strongest and most durable metal, and can be easily kept in order.

HAMILTON 22 CALIBER RIFLES

have no equal, and they sell at a price that appeals to every buyer, assuring quick sales for the dealer. Write us for circulars and prices.

For Sale by All Jobbers

C. J. Hamilton & Son, Plymouth, Mich.



Do You Want Your Orders Filled Quickly?

If so, send them to us.

Eavetrough, Conductor Pipe, Elbows, Valleys, Ridge Roll, Skylights, Ventilation, and Galvanized Iron Sheets.

Wheeler & Bain

The Quick Shippers

Toronto

The "Wear-Ever" Magazine

September
1912



"Cooking Utensils of Many Lands," by B. H. Smith.
"How to Make the Business Grow," by B. C. Beam.
"Courtesies That Have Sold Me Goods," by Agnes Athol.

If you have not received your copy of the "Wear-Ever" Magazine—which you will think worth reading, we believe—fill in and mail the following coupon to

The Aluminum Cooking Utensil Co.
Dept. 29, New Kensington, Pa.

Please send the "Wear-Ever" Magazine to—

Name ..... Home Address .....
City ..... State .....
Firm .....

WEAR-EVER
TAC ALUMINUM UCO
TRADE MARK

For Pneumatic Water Supply Systems

Fig. 600 pumps easily against heavy pressures.

Fitted with bronze wing valves and bronze valve seats.

Cog lever decreases friction in pump and makes pumping much easier. Furnished with or without cog lever.

Write for booklet: "*Deming Water Systems.*"

Deming Hand and Power Pumps

Are made for all uses and for operation by any power. Tell us what kind of a pumping proposition you have to figure out. We don't charge for expert advice.

THE DEMING COMPANY, 110 Broadway, Salem, Ohio

GENERAL DISTRIBUTING HOUSES:

Henion & Hubbell, Chicago Darling Bros., Ltd., Montreal R. B. Carter Co., New York

Harris Pump & Supply Co., Pittsburgh

OTHER HOUSES IN ALL PRINCIPAL CITIES

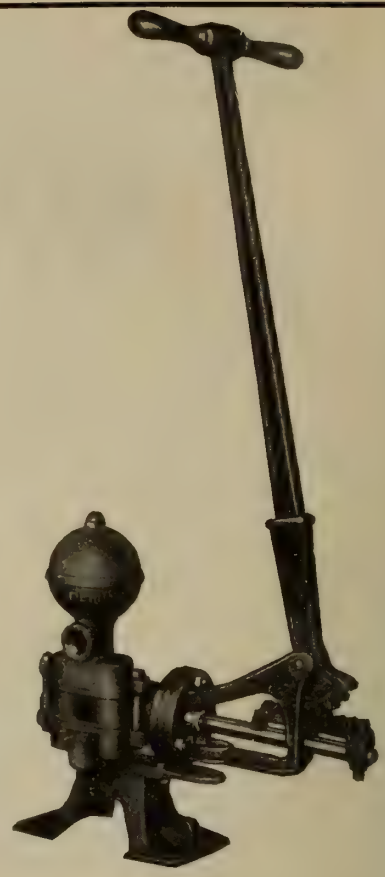
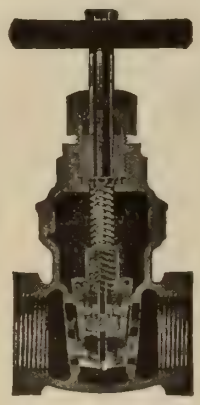


Fig. 600





A NEW VALVE

JENKINS BROS.'

GUN METAL AND IRON BODY

GATE VALVES

"TYPE K"

Special Features:

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure

UNRIVALLED IN DESIGN AND WORKMANSHIP

A Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with TRADE MARK like cut.

Stocked by Machinery, Hardware and Supply Dealers throughout the World.

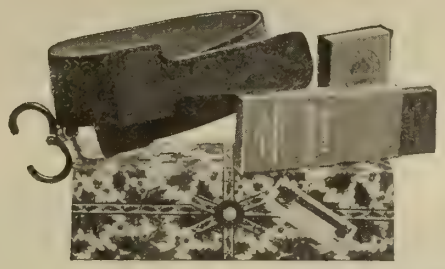
Catalogue and Full Particulars Cheerfully Furnished on Application.

JENKINS BROS., Limited

Head Office and Works:
102 St. Remi St., Montreal, Canada

And at
95 Queen Victoria St., London, E.C.







Christmas 1912

You'll remember the wonderful success of Carborundum Christmas Boxes last year—Fully half the dealers who ordered could not be accommodated—The supply wasn't nearly big enough—The moral is—Get your order in early.

CARBORUNDUM CHRISTMAS BOXES

Offer a new and attractive suggestion for Christmas buying—

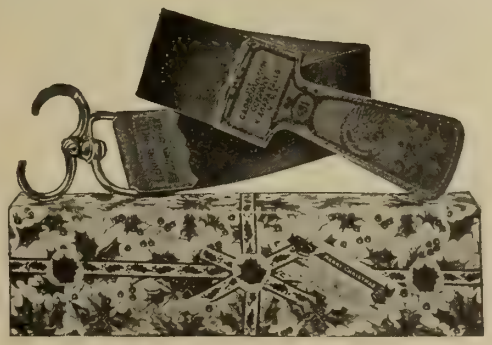
Can you imagine a more attractive gift than a Carborundum Razor Strop—or Razor Hone—or a Carborundum Sportsman's Stone—or a Stag Handled Knife Sharpener?

ALL THESE WONDERFUL CARBORUNDUM SPECIALTIES ARE PUT UP WITH GREAT CARE IN HANDSOME HOLLY COVERED BOXES FOR THE CHRISTMAS SEASON.

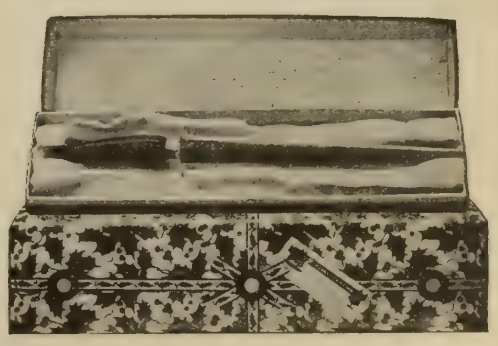
They're the greatest Christmas sellers you can get. Don't fail to order a supply at once. REMEMBER THIS—You don't risk anything in buying Carborundum Christmas Boxes—If you have any left over, simply take the holly box off and put the goods into regular stock.

THE IMPORTANT THING IS—DON'T BE SHORT ON THE CHRISTMAS BOXES WRITE AT ONCE FOR THE CHRISTMAS FOLDER GIVING FULL DETAILS.

The Carborundum Company, Niagara Falls N.Y.



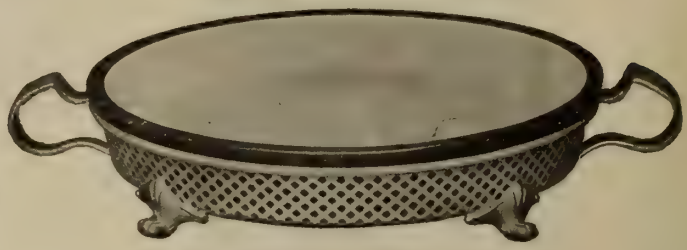
We're Going to Advertise Them Big.



THE TORONTO SILVER PLATE CO.



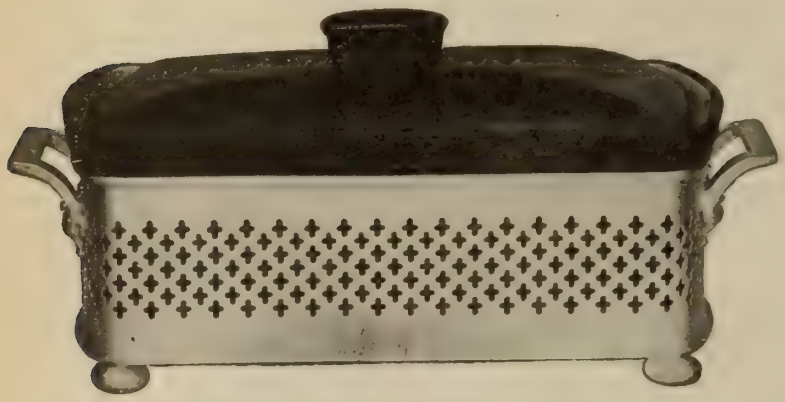
No. 2245. Oval Casserale, 3 Pint Cap., $8.00 list.
No. 2243. Same as No. 224 5 only Round, $7.25 list.
No. 2244. Same as No. 2243, only with Silver Plated Cover, $10.25 list.



No. 2453. Pie Plate, 8½ in. lining, $5.00 list.
No. 2453. Pie Plate, 10½ in. lining, $6.00 list.



No. 2446. Pie Plate, 8½ inch lining, $3.75 list.



No. 2250. Large Oblong Casserole, $11.00 list.



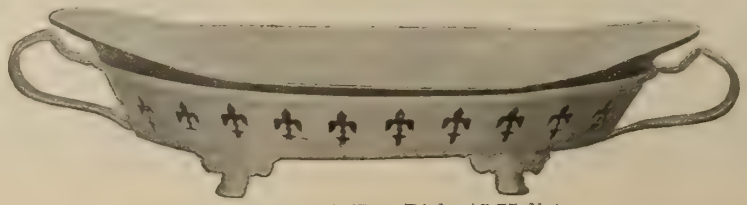
No. 2447. Pie Plate, 8½ inch lining, $5.00 list.



No. 2251. Large Oblong Casserole, $12.00 list.



No. 2445. Pie Plate, 8½ in. lining, $5.00 list.
No. 2445. Pie Plate, 10½ in. lining, $6.00 list.



No. 2449. Shirred Egg Dish, $5.75 list.

TORONTO CANADA



No. 2234. Round Casserole, 3 Pint Cap., $7.25 list.
No. 2235. Same as No. 2234 only with Silver Plated Cover, $10.50 list.
No. 2233. Same as No. 2234 only Oval, $8.00 list.



No. 2444. Bean Pot, 1½ Pint Cap., $6.25 list.
No. 2444. Bean Pot, 3 Pint Cap., $8.75 list.



No. 2451. Bean Pot, 1½ Pint Cap., $6.25 list.
No. 2451. Bean Pot, 3 Pint Cap., $8.75 list.



No. 2242. Mission Pattern Round Casserole, 3 Pint Cap., $7.25 list.

Before placing your CHRISTMAS order for SILVERWARE wait until our Traveller has called on you or write for a copy of our Catalogue.



No. 2240. Round Casserole, 3 Pint Cap., $7.25 list.
No. 2241. Same as No. 2240 only with Silver Plated Cover, $10.50 list.
No. 2239. Same as No. 2240 only Oval, $8.00 list.

Factories and Salesrooms, King St. West, Toronto.

Winnipeg Show Room, Hammond Building Albert St.

THE FIRST AMERICAN SAW STEEL

The great and powerful place which American steel has assumed in the world is all the more remarkable when it is considered how hard was the early struggle to give it standing. Yet in the face of every adverse condition the industry has developed and grown and to-day it cannot be successfully contradicted that America is not only the largest and most critical consumer of steel in the world, but also the greatest producer as well, and this despite the fact that some years ago the entire country sent abroad for all its steel.

This is true, not only of rails, plates, structural steel, wire and the commoner grades of steel, but also of the higher grades of steel, such as Tool steel and Alloy steels.

At the present time Henry Disston & Sons use a greater quantity of tool steel annually, for saw-making purposes, than any other single American manufacturer, and all of it is produced in their own plant. The history of this plant is unique because it is the first successful crucible steel melting plant in America to make saw steel.

The fact that saw manufacturers were forced to secure all their steel plates from abroad, and these seldom free from flaws, led Henry Disston in 1855 to establish his plant for producing special saw steel. His extensive and careful study of the problem, together with much costly experimenting, resulted in the production, not only of the first saw steel made in America, but the first really perfect saw steel made anywhere.

So great was the prejudice, however, against American steel that Henry Disston was compelled to conceal for a time the fact that he made his own steel, but it was not long before its good quality became known.

Demand on the part of the lumber manufacturers for increased output caused untold difficulties for the saw manufacturer. Forcing results in the saw mill necessitated the making of a steel which would withstand the much greater strains and at the same time possess a longer life. Since its inception, Disston Saw Steel has kept pace with the increasing requirements of the lumber manufacturer, so that it possesses, to-day, all the qualities necessary to make it the best steel for saws produced anywhere in the world.

Disston not only made the *first* American saw steel, but to Disston steel is due the present high standing of American Saws throughout the world.

Quality Tells

HENRY DISSTON & SONS

INCORPORATED

KEYSTONE SAW, TOOL, STEEL AND FILE WORKS

PHILADELPHIA, U.S.A

REPRINTED FROM
THE DISSTON CRUCIBLE
OF MARCH, 1912



Galvanized Cornices

Skylights Ventilators

Curved Eavetrough

Special Galvanized Iron Work of All Kinds

WRITE US FOR ILLUSTRATED CATALOGUE AND PRICE LIST

THE METALLIC ROOFING CO. OF CANADA, Limited

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.
We manufacture all kinds of lumber tools. Light and Durable.

Send for Catalogue and Price List. **Long Distance Phone No. 87.**

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Thos. Pink Company, Ltd., Manufacturers of Lumber Tools

PEMBROKE, ONT.



4 Sizes

There's Quality in the

MASTER BRACE

The kind of quality that delights users of tools. The Metal parts are handsomely nickeled and the head and handles of cocobola. All ratchet parts are covered and protected from dust.

EIGHT SHARP HOLDING POINTS

in the jaws of the chuck insure the tenacity of grip. It is impossible for the chuck to work loose, because of the manner in which it is attached to the sweep. A flat head machine screw and a patent washer hold it securely.

The Master Brace is made in 4 sizes with 8-10-12 and 14-inch sweep.

Have you read "Tool Practice," our instructive book? Send for free copy.

MILLERS FALLS COMPANY

26 WARREN ST., NEW YORK CITY

A Good Year-round Seller !!

is within your reach. Seize this opportunity to stock

The "Tweed" Sanitary Chemical Closet

It will bring you surprising results

Bottom and top stamped out of 20 gauge Galvanized Steel and is very strong, durable, attractive and guaranteed to be absolutely sanitary, and to satisfy every user or money refunded. The only closet with closed-in top.



Up-to-date facilities and special machinery enable us to produce these superior grade closets at a very low price.

We will help you to get started by sending you circulars, talking points, or an expert salesman and cut for local advertising.

Large stock on hand, can ship promptly. Get after Fall business.

Write for Catalogue.

Steel Trough and Machine Co., Ltd.

TWEED - - ONTARIO

Stocked in West by

The J.H. Ashdown Co., Limited, Winnipeg, Saskatoon and Calgary

Gordon & Son, Eburne, B.C.

Armstrong Ratchets

The Best and Most Complete Line Made

Made entirely from Drop Forgings and Bar Steel.
Hardened all over—Outwear Two of the Soft Kind.



SHORT RATCHET
For Morse Taper.

Each Ratchet is packed in a Cardboard Box.



OUR NEW LINE

UNIVERSAL RATCHET

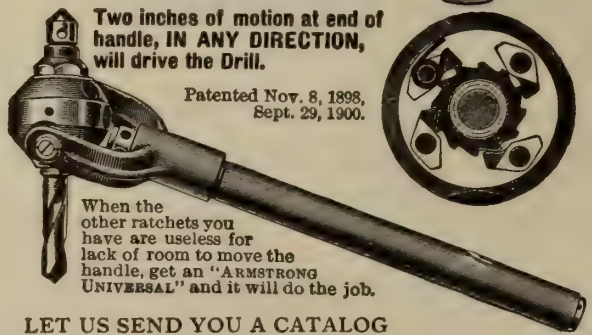
"STANDARD" REVERSIBLE RATCHETS

DEALERS!

Do you want the Best Made, Best Packed and Best Advertised Ratchets?

Two inches of motion at end of handle, IN ANY DIRECTION, will drive the Drill.

Patented Nov. 8, 1898, Sept. 29, 1900.

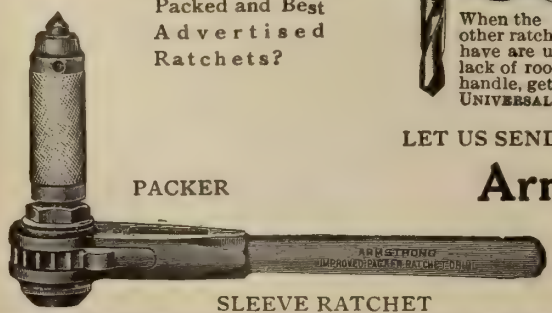


"Hard-to-Please" USERS prefer ARMSTRONG RATCHETS

When the other ratchets you have are useless for lack of room to move the handle, get an "ARMSTRONG UNIVERSAL" and it will do the job.

They stand the racket.

LET US SEND YOU A CATALOG



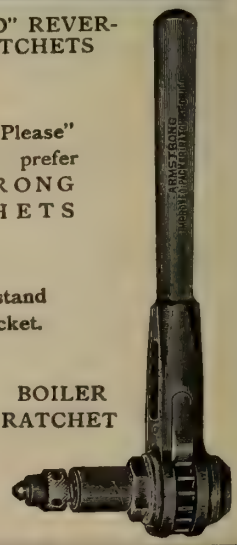
PACKER

SLEEVE RATCHET

Armstrong Bros. Tool Co.

"The Tool Holder People."

306 N. Francisco Avenue, Chicago U. S. A.



BOILER RATCHET

Preston Metal Garages

have met with such favor among automobile owners that they are becoming known all over the country. In order to handle inquiries coming in we want agents all over the country.

Every auto owner is a prospect. **Write to-day for full information in regard to the agency for your territory.**

MENTION HARDWARE AND METAL

THE METAL SHINGLE & SIDING Co. LTD

PRESTON ONT. MONTREAL QUE.

You Can Sell These Machines NOW!

They're hot weather washers because they wash clothes thoroughly without any labor

They Run Themselves



In every house where running water is available there is a possible purchaser.



MADE BY

Cummer-Dowswell, Limited

HAMILTON, ONTARIO

Agents:
W. L. Haldimand & Son, MONTREAL
H. F. Moulden & Son, WINNIPEG

ORDER NOW FOR FALL SHIPMENT

We can supply everything in HARDWARE AND METALS, TIN, CANADA PLATE, PIG AND BAR IRON, ANCHORS, CHAINS, Etc.



HENRY ROGERS, SONS & CO., LIMITED

ESTABLISHED OVER A CENTURY

WOLVERHAMPTON AND SHEFFIELD, ENGLAND

Canadian Branch: 6 St. Sacrament St., MONTREAL

SET SCREWS of FIRST QUALITY



The ACME of quality which every user of NAMCO milled parts recognizes is the result of years of experience in making screws and special products in duplicate.

Every thread is cut clean and smooth, and a uniform accuracy is maintained throughout the order. They are carried in stock in all the popular sizes with "V," U.S.S. or A.L.A.M. threads. We also have all styles of standard Nuts, plain or castellated, ready for immediate shipment.

If you use Standard Screws or Nuts, write for the "Standard Products" catalogue; if special, ask for the "Special Products" book.

Canadian made Canadian trade
THE NATIONAL-ACME MFG CO MONTREAL

THE NATIONAL-ACME MFG. CO.

Screws, Nuts, Bolts and Special Milled Products

St. Henri at G.T.R.

MONTREAL

Bissell's Christmas Offer 1912

Important facts in connection with our sales and advertising campaign for the Fall and Holidays.



Now in Force

NEVER have we approached the holiday season with stronger conviction that our business will exceed in volume all previous records for the same period, than we approach it this year. Up to Sept. 1st our business for this year is the largest in our history, and we confidently hope to maintain this record for the balance of this year. Never before have we in one season introduced so many valuable improvements as we are presenting to the trade this Fall, such as "No-Mar" rubber corner cushions or furniture protectors, steel pans, etc. We are also introducing a new sweeper, "The Princess," of exceptionally attractive design and finish, and containing all our latest improvements. This machine will be sold at a very popular price, and we predict for it a very large sale. Bissell Sweepers will be advertised for the balance of the season in standard magazines having a combined circulation of over twenty-five million, and we urge our customers to place their holiday orders early, so as to insure having the goods to meet the demand that is certain to come, and which will be greatly stimulated by the extensive advertising we are doing.

Write for a copy of our Christmas Announcement —it's the most liberal offer we have ever made.

BISSELL CARPET SWEEPER CO.

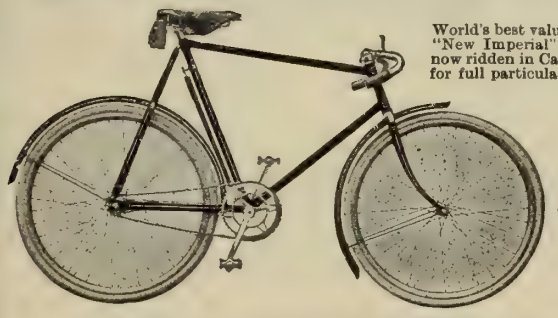
Grand Rapids, Mich.

(Largest Exclusive Carpet Sweeper Manufacturers in the World.)

Branches:

New York, 25 Warren St. Niagara Fall, Ont. London, Paris.

"NEW IMPERIAL" CYCLES AND MOTORS



World's best value. Over 2,000 "New Imperial" cycles being now ridden in Canada. Write for full particulars.

Special Models for Canada.

Wholesale Agents: Humphries Bicycle and Motor Co., Toronto.
Henderson & Richardson, Board of Trade Bldg., Montreal.

Sole Makers: **New Imperial Cycles, Ltd., Birmingham, Eng.**

Established 25 Years.

THE 4 CARDINAL VIRTUES OF THE FOX FLOOR SCRAPING MACHINE

1. Simple of Construction.
2. Easy to Operate.
3. Leaves a Perfect Finish.
4. Inexpensive.

Every Fox Scraper is guaranteed to do perfect work.



Manufactured by

FOX SUPPLY CO.

112 King Street
BROOKLYN, WIS.

THE FOX FLOOR SCRAPER IS SOLD BY:—

The E. Cavanagh Co., Ltd., Montreal

The James Walker Hardware Co., Ltd., Montreal

Durand Hardware Co. Montreal

Frothingham & Workman, Ltd. Montreal

Canadian Equipment & Supply Co., Ltd., Calgary, Alta.

Aikenhead, Clark Hardware Co. Ltd, Winnipeg, Man.
Merrick, Anderson Company, Winnipeg, Manitoba

Write for Catalogue and Prices.
Prompt deliveries will be made.

WHAT! They Need Painting Again? Let's Buy

Amatite ROOFING

It Needs No Painting

AMATITE has a **real mineral surface**; it needs no paint to protect it. In rain and sun and snow and hail, Amatite takes care of itself. It needs no coddling; there is no maintenance cost. You lay it and leave it.

The mineral surface is durable, permanent, absolutely weatherproof, unaffected by climate, insoluble in water, not injured by smoke.

Amatite is easy to lay. No skilled labor is required. You simply unroll it on the roof, and nail it down with nails which we supply to you. Cement the laps with the adhesive cement which we also supply free, packed in the centre of the roll.

Amatite costs no more than the kind of roofings that require constant painting. You get twice as much weight of roofing for your money as you do with other roofings.

Sample free on request. Address nearest office.

Everjet Elastic Paint

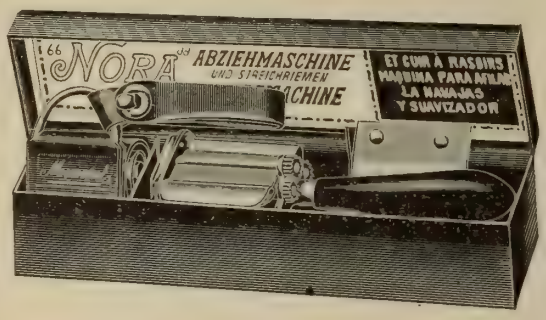
Save money by using this black paint wherever the color is no objection. Elastic, heat-proof, durable. Use it for roofings and all exposed iron and wood.

Creonoid *Lice Destroyer and Cow Spray*

Sprayed on cattle it keeps the flies away, and the cows thus protected produce more milk. Sprayed in the hen house regularly Creonoid will kill disease germs, repel insects, suppress odors and prevent the spread of contagion.

THE PATERSON MANUFACTURING COMPANY, Limited

Montreal, Toronto, Winnipeg, Vancouver, St. John, N.B., Halifax, N.S.



STROPPING MACHINE

MANUFACTURED BY

FRIEDR. BAURMANN & SONS, SOLINGEN, GERMANY

Suitable for any kind of blade and very simple to use. Finest quality strops, made from selected American horsehide specially treated, making the use of paste unnecessary. DEALERS WILL FIND THIS A GOOD SELLER.

SOLD BY ALL JOBBERS

HUPFELD LUDECKING & CO., Sole Agents, MONTREAL



Four Sizes
Nos. 10, 20, 30, 40

McClary's FOOD CHOPPERS

with steel self-sharpening cutting plates

CUT

Meat, Vegetables, Bread, Etc.

CLEAN

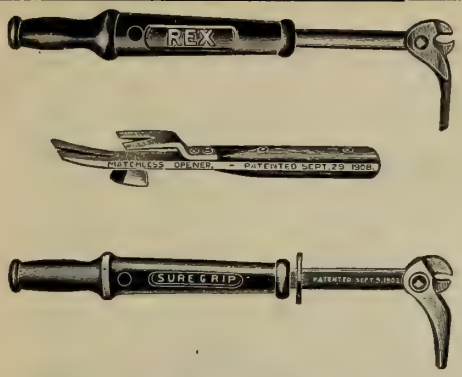
Smooth, bright re-tinned finish. Hopper of ample capacity. All parts easily cleaned.

McCLARY ON GOODS IS A QUALITY NAME

McClary's

McCLARY'S SHIP QUICK

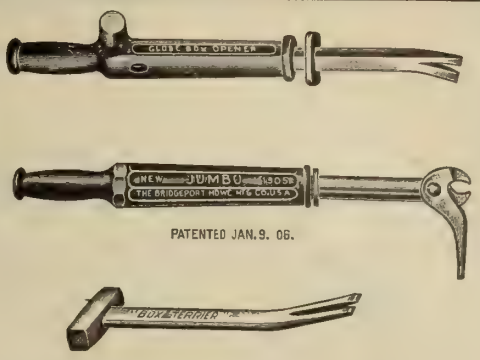
Toronto, Montreal, London, Vancouver, St. John, N.B., Hamilton, Winnipeg, Calgary, Saskatoon



WE MAKE THE MOST COMPLETE LINE OF OPENING TOOLS IN THE WORLD

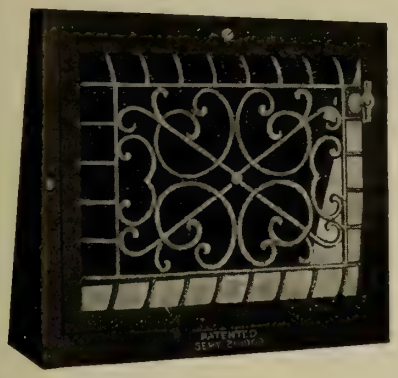
TWENTY-THREE STYLES

Send for colored supplement illustrating this fine line.



THE BRIDGEPORT HARDWARE MFG. CORP., BRIDGEPORT, CT., U.S.A.

CANADIAN REPRESENTATIVE—PRESCOTT W. ROBINSON, 288 ST. PAUL ST., MONTREAL, QUE.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario

In a Class by Themselves
Success Lamps



They're seasonable, salable features for fall trade. Furthermore they're *getting* business for other merchants right now. That's not a hope—it's a *fact*. Now how's *your* stock?

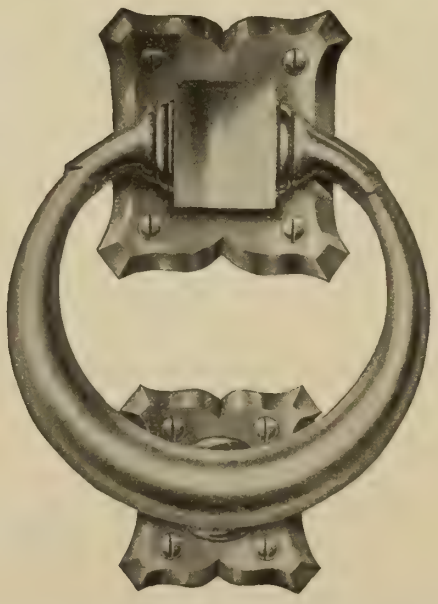
The Pittsburgh Lamp, Brass & Glass Co.

Canadian Office — PILA BRASCO — 119 Wortley Road, London, Ont.

R. E. DAVIS, Special Representative

General Offices and Factories: PITTSBURGH, Pa., U.S.A.

Peterboro Hardware



Door Knockers add greatly to the appearance of a door. They are rapidly coming into vogue. Peterborough Door Knockers supplied to match any of our designs. A sample on your show cases will interest customers.

Peterborough Lock Mfg. Co., Ltd.

PETERBOROUGH, ONT.



Is this salesman working for you?

ONE of our dealers wrote us recently. He was new in the business of handling Cement.

IN the first car of cement he ordered was one of the handsome Canada Cement signs which we send free to all our dealers.

HE immediately hung the sign up on the front of his warehouse, where it would be seen by all passersby.

In two hours he had sold eighty bags of Canada Cement.

HE says the sign was entirely responsible for this business, because the car arrived before he had had time to advise his customers that he intended to begin selling cement.

Is one of these signs working for you?

If not, write our nearest sales office for details of our proposition to dealers.



Canada Cement Company Limited

HERALD BUILDING, MONTREAL

Sales Offices at

Montreal Toronto Winnipeg Calgary





The "EMPIRE" Steel Range

This range will satisfy the most critical of buyers. It has been on the market for years, and the number of re-orders that we are constantly receiving prove that our claims have a strong foundation. It is made of extra heavy polished steel and is handsomely nickeled and built to wear.

This is our **highest grade steel range**, and, we believe, the best on the market.
It has large flue, perfect fire box, large broiler door and interchangeable grate, and quick heating water reservoir.
It is an ideal range for perfect and rapid heating and baking.
The quality convinces, and its appearance brings **scores of customers.**

Absolutely guaranteed.

The Canadian Heating & Ventilating Co., Ltd.

OWEN SOUND, ONTARIO

Or The Canadian Heating & Ventilating Co. Branch: 521 Henry Avenue, Winnipeg, Man.

Knowledge Is Power

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

TECHNICAL BOOKS, 143-149 University Ave., TORONTO

"A little nonsense, now and then, is relished by the wisest men."

Read This Little Joke

Harassed Prisoner:
"Pray, great chief, why do you keep me tied up so long?"

Cannibal King:
"A thousand pardons, my dear missionary, but we are waiting for the consignment of paper bags from Montreal."

Get ahead of the Cannibal King—and order your fall stock of ERMALINE BAGS NOW.

There is a good demand for Ermaline Bags, and you might as well get the profit.

Send us a postal for samples—we will be glad to send them free of charge.

Edward Lloyd Limited

508 Eastern Townships Bank Bldg.
MONTREAL



Here is YOUR Chance

to make your range department more profitable and more satisfactory.

"Happy Thought" Ranges

are known from one side of the continent to the other and recommended by every housewife who ever used them.

The **"HAPPY THOUGHT"** works equally well with coal or wood and gives a longer and more reliable service than any other.

This is not a claim, but a fact, and we can prove it.

Get a **"HAPPY THOUGHT"** Catalog at once. Each sale brings a good profit.

The William Buck Stove Co., Limited

Calgary Saskatoon Vancouver Brantford Montreal Winnipeg



No. 1186 Coal Grate

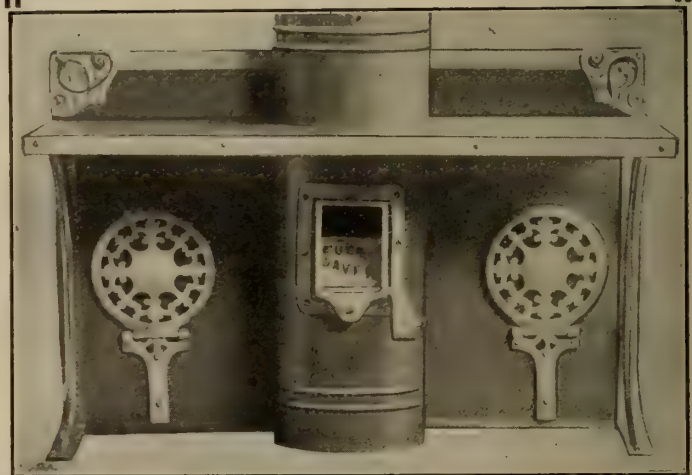
MANUFACTURED BY

The Ohio Foundry & Manufacturing Co.

STEUBENVILLE, OHIO, U.S.A.

Manufacturers of all styles of coal or gas burning fire-place goods, as well as andirons and wrought fire-place trimmings.

The Barker Fuel Saver



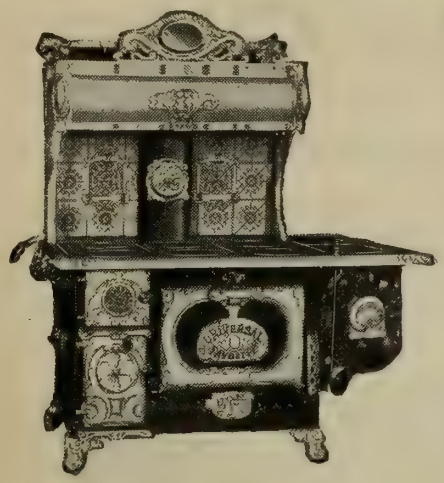
MAKES OUR RANGES QUICK SELLERS

The housewife will invariab'y choose our ranges because she can **save from 15 to 25% of the fuel.** The Fuel Saver enables her to keep the fire under perfect control.

Let us send you full particulars at once. Good profits await you.

Satisfaction absolutely guaranteed.

D. J. BARKER & CO., Picton, Ont.



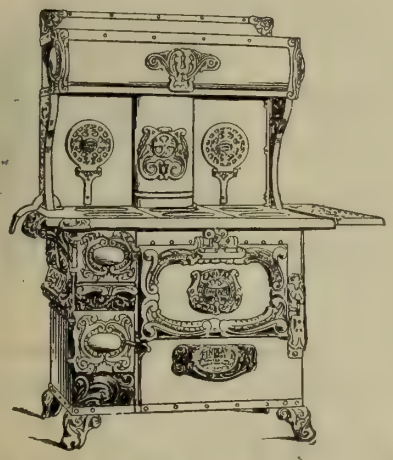
Every Man to His Trade

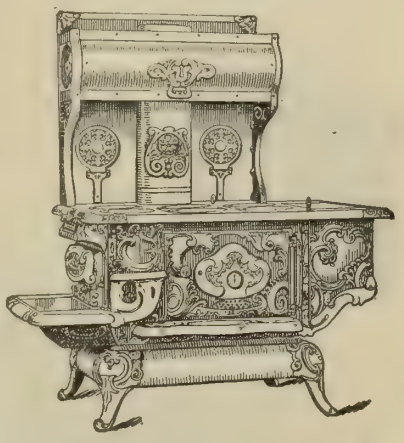
We specialize on Stoves and Ranges, and pride ourselves on knowing our business.

A stove cannot always be judged by its outward appearance; the material, the construction, the tight-fitting joints all enter into making a stove work right and stay right.

This is where FINDLAY'S FAVORITE STOVES AND RANGES are strong. The GUARANTEE that goes with them means something, as we stand behind every Stove or Range that bears our name.

Whether it be a high grade Cast or Steel Range or something cheaper, we have them. In Heating Stoves we have a big stock of high grade and medium priced Base Burners, Oak Stoves at all prices, Tortoise, Hot Blasts, Box Stoves; in fact, we can supply everything likely to be required in the Stove Line.

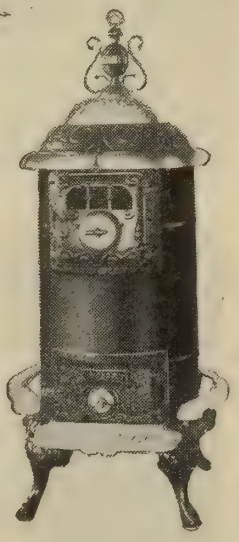




We have prepared for a big year and have an unusually large stock, both at our factory and at our WINNIPEG BRANCH, and can ship orders the same day they are received.

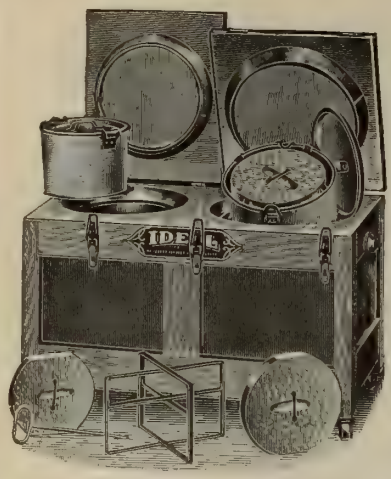






FINDLAY BROS. CO., LIMITED

CARLETON PLACE, ONT., and WINNIPEG



Pure Aluminum lined "IDEAL" Fireless Cook Stoves.

"IDEAL" FOR XMAS

One of the prettiest showings—and with the biggest results—made last year during the Holiday season was the display of the Cookery Department of dealers handling "IDEAL" Cookers.

An "IDEAL" Cooker is the gift royal for Xmas. Something everyone will appreciate. It is an appropriate gift for mother, sister, wife, daughter, sweetheart, friend. Think of it yourself! Here is the handsome

Pure Aluminum Lined "IDEAL" Fireless Cook Stove

the fireless cooker with the vulcanized solid oak outer case—a special-formula insulation—"Water Seal" Top—a fireless cook stove that will roast, bake, steam, stew and boil—lessen kitchen work and worry to a minimum and save 80% of the fuel. Dealer, can you beat it? Is there anything that offers a more attractive proposition? The "IDEAL" is the one and only Fireless Cook Stove that completely embodies the scientific principles of fireless cooking, which is an absolute heat retaining ability.

Then there's the "IDEAL" Steam Cooker. A fuel saving, labor saving device that will cook a whole meal over one burner of any kind of stove, any kind of fuel. Put the food in the cooker and there is nothing more to worry about, a whistle calls if the water needs replenishing. The finest thing in the world for canning fruit or vegetables.

You can make money with an "IDEAL" Cookery Department. Why should you be without it? Now is the opportune time to get started; here is the fall season, the Xmas holidays, then follows the long period of heavy winter cooking—all of these create a demand for you to supply, and with the "IDEAL" you command the situation.

"IDEAL" Fireless Cook Stoves and "IDEAL" Steam Cookers are made in several different sizes. Our handsome illustrated catalogue describes the whole line.

Write us at once for prices and printed matter.



The Toledo Cooker Company

1608 W. Bancroft St. -:- Toledo, Ohio

"IDEAL" Triplicate Pails of Pure Aluminum. Same size as eight quart Fireless Cooker Aluminum Kettles. Permits cooking three things at one time in one compartment on a fireless cook stove. Also splendid for cooking three things at one time over one burner of a gas or oil stove. Drawn seamless from heavy sheets of pure Aluminum. Positive, accurate fittings, self-locking covers.



"IDEAL" Steam Cookers —the Cooker with the whistle.

Davidson's Beaver Heater



Slow Combustion Stove

Burns a Minimum Quantity of Fuel

Lined throughout with fire bricks. Body is made of cold rolled steel, and the base and top are cast iron. Has nickel plated Tea-pot Stand, and is very compact and neat in appearance.

Can be supplied in 5 sizes, No. 2, 3, 4, 5 and 6, in plain black or with nickel plated bands.

Attractive Ornamental Swing Tops can be furnished for all sizes except No. 6 only.

Write for booklet showing the different styles, with prices and full particulars.

The Thos. Davidson Mfg. Co., Ltd.

Montreal Winnipeg Toronto

The "Good Cheer"

The Steel Range De Luxe



Design Registered

Easily the Handsomest Range in Canada and fairly bristling with good talking points.

The James Stewart Manufacturing Co., Limited

WOODSTOCK, ONTARIO

Western Warehouse:—156 Lombard Street, WINNIPEG, MANITOBA

THE "PANDORA" RANGE

There is more than sixty years experience behind this range.



There is no difficulty in selling this range. Put one on your floor it will sell itself.

SOME FEATURES:

SEMI STEEL LININGS last years longer than ordinary cast iron.

3 BAR SHAKER GRATES—You can shake down one part of the fire without disturbing the other.

NICKELLED OVEN radiates heat rapidly and uniformly to all parts of the oven.

BURNISHED TOP easily kept clean, reduces housework to a minimum.

There are many other features---Write for our Pandora booklet

McCLARY ON GOODS IS A QUALITY NAME

McClary's

McCLARY'S SHIP QUICK

Toronto Montreal London Vancouver St. John, N.B. Hamilton Winnipeg Calgary Saskatoon

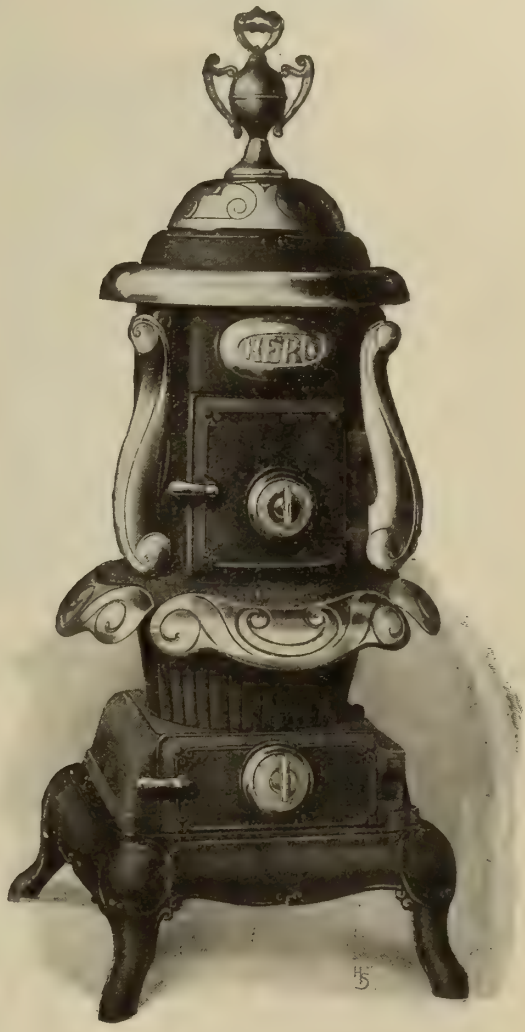
A New Line of Peninsular Oaks

THE HERO OAK

Plain Finish



Nickelled Finish



This new line of OAK Stoves follows the popular fancy for castings without any deep carving.

The illustrations display the attractive character of the design. The doors are large and the durable bar grate is used. The price is equally as attractive as the design.

No.	Diameter of Body.	Weight Plain.	Weight Nickelled.
12	12	100	110
14	14	120	130
16	16	140	150

Clare Bros. & Co., Limited, Preston, Ont.

Branches:

Clare & Brockest, Limited, Winnipeg. **Reynolds & Jackson, Calgary.**
Race, Hunt & Giddy, Edmonton. **J. M. Kains & Co., Vancouver.**
The Mechanics Supply Co., Quebec, Que.

Revolving Cases

Help Your Clerks To Keep System!

You can do it and save many arguments and much time by installing

The American Bolt and Screw Case

Besides being a time saver and a systematizer it gives an up-to-date, business like appearance to your store.



Made from the best Tennessee Poplar and finished in imitation of Mahogany with sizes they contain nicely printed.

If you are particular about keeping your stock in A1 shape, get one of these revolving cases.

Write for full particulars and prices.

The American Bolt & Screw Case Co.
Dayton, Ohio, U S A

If You Do Not Handle Our

Roped Extension Ladders

You Are Unaware That They Are Very Profitable

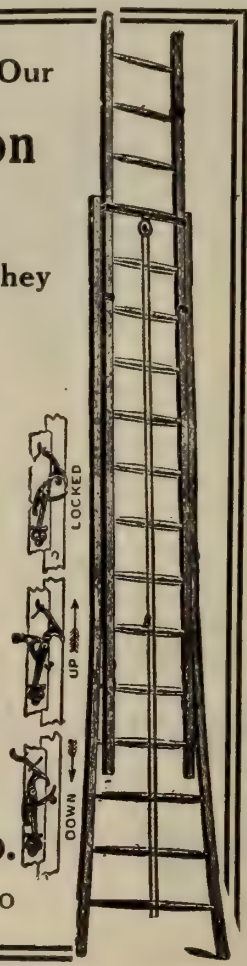
This is the safest and **most convenient** ladder for painters or decorators.

Has **automatic locks** that lock at every round and unlock between rounds. **Easily converted into two ladders.**

Made of clear yellow pine and rock elm rounds.

It meets the requirements of a high grade ladder perfectly, and will be the means of bettering your ladder trade. **A trial will convince you.**

Write for complete catalogue and prices NOW.



The Stratford Mfg. Co. Limited
STRATFORD .:. ONTARIO



"JEWEL" STOVES AND RANGES

The IDEAL JEWEL is the KING of all Base Burners

It is one of the most handsome and most reliable heating stoves ever produced. It is easily operated. It is a most powerful heater. As a Double Heater for conveying warm air in pipes to upper rooms it is unexcelled.

MADE WITH OR WITHOUT OVEN.

We can supply to dealers newspaper advertising plates, showing cut and description of this stove.
Once introduced in any locality a steady demand is assured.

WRITE FOR FULL PARTICULARS AND PRICES TO THE MANUFACTURERS

The Burrow, Stewart & Milne Co. LIMITED
HAMILTON, ONT.

DEALERS MAKE MONEY



Dealers make good money—make it easily on a quick turn-over—when they carry the

PERFECTION
SMOKELESS
OIL HEATER

SMOKELESS **ODORLESS**

The Perfection Heater is the best oil heater we know of anywhere in the world, and we have been in the oil business long enough to be good judges of heaters.

If you carried the Perfection last year you know we had more trouble meeting the demand than you had in selling the heaters. If you have not the Perfection in your store now, you are letting good quick profits slip through your fingers.

WRITE AT ONCE FOR OUR ILLUSTRATED CATALOGUE

To any Agency. And at the same time remember this

NOW IS THE TIME

to put in orders for next season for the

New Perfection
WICK BLUE FLAME
Oil Cook-stove

CLEAN **QUICK** **CONVENIENT**

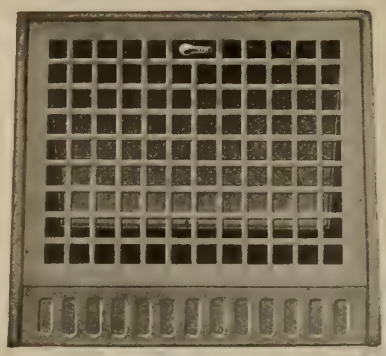


Just figure out your last year's business in Perfection Stoves, and order for next season now. That will insure you prompt delivery and get you the cream of the business.

The Imperial Oil Company, Limited

Queen City Division—Toronto, Ottawa, London, Hamilton, etc.

Other Offices at Winnipeg, Montreal, St. John, Halifax.



STEEL BASEBOARD REGISTER
ALL STEEL
LIGHT SHIPPING WEIGHT

MR. FURNACE MAN

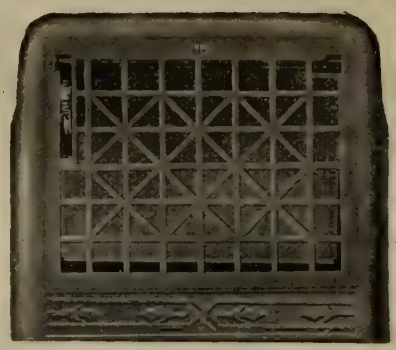
The only way to make money is by using

"The Ferrosteel Line"

of Registers

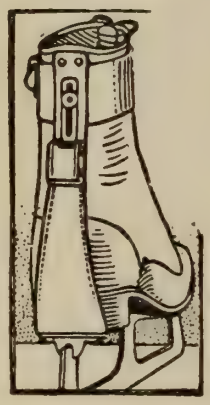
Our reputation is unequalled for highly finished goods—complete satisfaction guaranteed.

BASEBOARD and FLOOR REGISTERS
FACES and BORDERS
ALL SIZES—ALL FINISHES



TORONTO BASEBOARD REGISTER
CAST IRON
WRITE FOR CATALOG and PRICES

CANADIAN FERROSTEEL COMPANY, LIMITED, BRIDGEBURG, ONTARIO



Many Skaters Need The

"Perfection" ANKLE SUPPORT

You Can Make Good, Substantial Profits By Selling Them

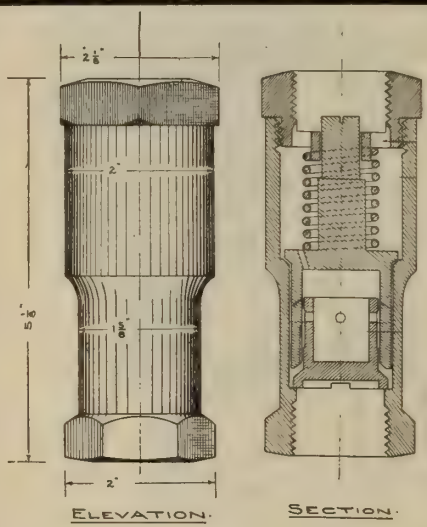
This ankle support is made from the best quality of steel, and is so devised that by means of a hinge and sliding attachment the ankles may bend forward or backward, but simply cannot go sideways.

The "Perfection" has become extremely popular with every user. It does away with all old-time cumbersome devices and also the fatigue which prevents many from indulging in this healthful pastime.

Let us send a few on trial—show them to your customers and you will send us an order for more. Write for full particulars.

The Owen Sound Steel Press Works

OWEN SOUND, ONTARIO



THE

Knickerbocker Regulator

Is a new and absolutely safe remedy for faulty hot water systems.

It is the only device that will operate automatically both on open and closed systems of hot water heating. It increases radiation from 25 to 50%, and reduces the consumption of fuel.

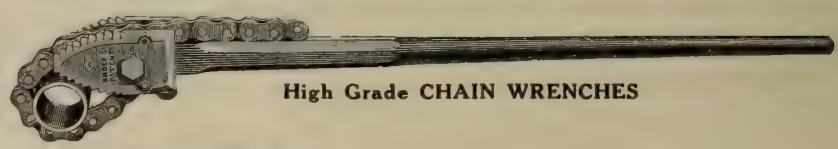
This device can be easily applied to old as well as new systems, and we guarantee perfect service wherever it is installed.

Sole manufacturers for the Dominion.

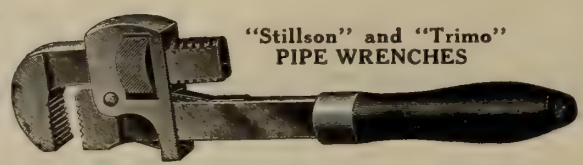
Dealers Who Do Plumbing and Steamfitting

can obtain a full range of supplies from us. We handle everything in standard lines and specialties, including

Steam Pipe and Fittings, Soil Pipe and Fittings
Steam Traps and Separators, Enameled Baths, Sinks, &c.
Brass and Iron Valves, Range Boilers and Heaters
Brass Goods of Every Description,



High Grade CHAIN WRENCHES



"Stillson" and "Trimo"
PIPE WRENCHES

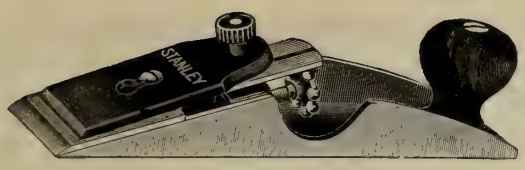
We carry a large line of Engineers', Plumbers' and Steamfitters' Supplies. Write for our illustrated catalog at once. It will be of great value to you.

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, TORONTO

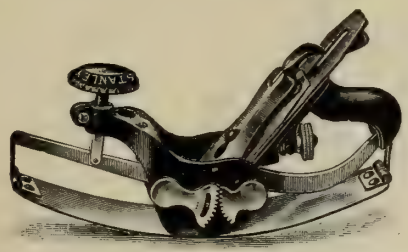
Stanley Tools

are to be found in almost every tool box in every civilized country. Known the world over for quality and for adaptability to all requirements.



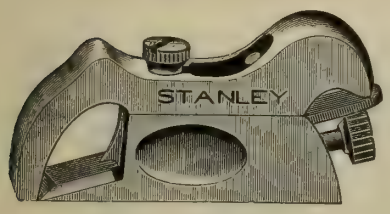
No. 97—CABINET MAKERS' EDGE PLANE—A handy tool for piano makers, cutter being at extreme end of plane gives the tool the form of a chisel. Will work up close in corners.

No. 113

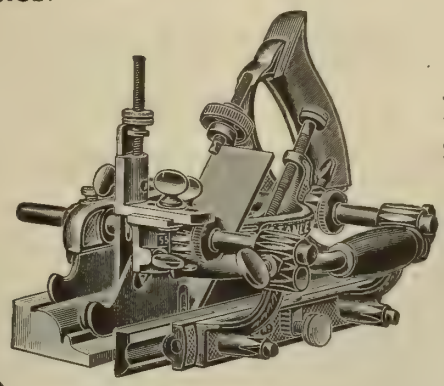


CIRCULAR PLANE, WITH A GRADUATED SCALE FOR SETTING THE FACE. 1¾ inch Cutter, can be accurately adjusted for planing the inside or outside of circles.

No. 90
CABINET MAKERS' RABBET PLANE



FOR USE WHERE EXTREME ACCURACY IS REQUIRED. THE SIDES AND BOTTOM ARE SQUARE WITH EACH OTHER, CAN BE WORKED RIGHT OR LEFT HAND, ADJUSTABLE THROATS, HANDY SIDE GROOVE FEATURES. 4 INCH LONG 1 INCH CUTTER.



No. 55
SO COMPLETE THAT IT IS A REGULAR PLANING MILL

No. 55 IS A BEADING PLANE, PLOW, DADO, RABBET, FILLISTER, MATCH, SASH and SPLITTING PLANE, ALSO A SUPERIOR MOULDING PLANE, will accommodate cutters of almost any shape and size.

We ship this tool out with 52 assorted cutters 41 other cutters can be had on special order.

WRITE FOR
COMPLETE STANLEY CATALOGUE

Caverhill, Learmont & Co.

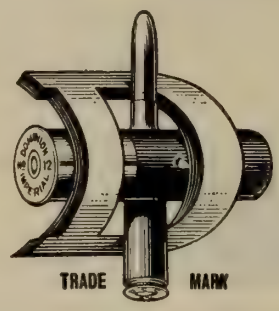
WHOLESALE DISTRIBUTORS

MONTREAL

DOMINION AMMUNITION

Don't forget the guarantee

A new box for every defective cartridge returned to us direct or through a dealer.



Dominion Cartridge and Shot Gun Shells give a combination of Quality, Profit and of Price that will make your Sporting Goods Department a success.

DOMINION CARTRIDGE CO., Limited

MONTREAL - CANADA

ANTI-DUST

SWEEPING POWDER

Will Clean Up Big Profits

It has a sweet wholesome odor and at the same time is a strong disinfectant. Anti-Dust is a life preserver because it kills all disease germs. No dust while sweeping.

It is the only sweeping powder which kills moths, insects and disease germs, makes carpets look like new, reduces the expense of frequently washing uncarpeted floors.

Housewives who use it are enthusiastic advertisers. Introduce it in your vicinity and your sales will rapidly increase.

WRITE FOR FULL DETAILS AND PRICES

We supply you with effective display matter

MacLAREN IMPERIAL CHEESE CO., Ltd.

DISTRIBUTORS FOR ONTARIO

SAPHO MANUFACTURING CO., Ltd., 586-588 Sanguinet St., Montreal, Que.

Ottawa, Toronto, Quebec, Winnipeg

The Value of an Attractive Cordage Trim

Many People Have Passion for Saving Twine and Rope, Yet They Need to Buy Largely—A Trim Will Suggest the Need—One Display Which Brought Results—A Word About Waste and Profits.

All—even the most extravagant—have a pet economy, and with a number it takes the form of string and rope. There are those who regard it as almost a profane act to cut a cord tied about a parcel. They would rather take five or ten minutes untieing the knot than use a knife.

There is, of course, a reason for such behavior. It is the frequency with which twine or rope is required in the house. Seeing a fine bit of string people think of that time they needed such a bit and did not have it. They, therefore, determine to keep this piece. They untie it carefully and put it away. They are underwriting the future need.

A Harrowing Experience.

The remembrance of something which was badly needed in the past lingers long with many people. Years ago there was at McGill University, Montreal, a young divinity student, who was accustomed to preach in a then little village across the St. Lawrence. There were no street cars then, and the student used to walk across Victoria bridge—at that time a covered structure. One night, when returning from his service, the young minister's lantern was blown out by a gust of wind which came down the tunnel-like structure. There was the young man in the utter darkness. He searched for a match. Every pocket was ransacked. There was no match. Cautiously the young man stepped out. He had more than half a mile to go. He heard a train, and feeling his way to one side of the bridge, laid down on the narrow strip outside the track. That minister is now over 60 years of age. He is not a smoker, yet in every vest he wears may be found matches. He never sees one but he picks it up—almost unconsciously—and adds it to his supply. The remembrance of that old need remains.

Where Precautions Fail.

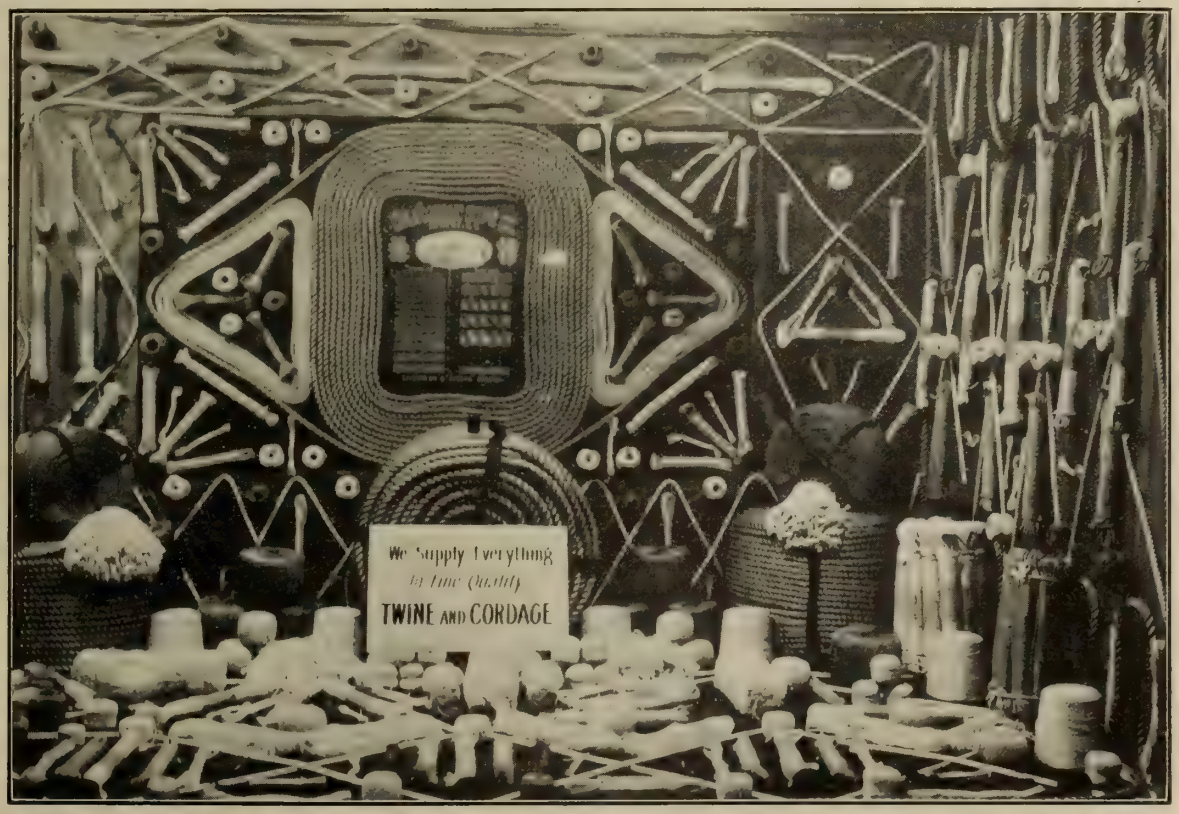
But human nature is a frail thing, and how often are precautions unavailing. You remember Uncle Podger—Jerome K. Jerome's character. When Uncle Podger was going for a trip he always made a list of the things he would require to take. The list would be so lengthy that Uncle Podger would next proceed to strike out all those things which he could possibly get along without. Having gone thus far he would lose the list.

Oh, there are many Uncle Podgers, and that bit of cord or string, put so carefully away for a needy occasion, is usually lost. The need, therefore, is for new cord, or new rope as the case may be.

Not Only a Spring Requirement.

Cordage is a line which has, in the past been regarded largely as a spring requirement. But there has come a change. It is now a proven fact that this line sells the year through. Perhaps the spring demand is a little the heavier, for some grades, but cord and rope sells the year through. Hardwaremen have hardly recognized this enough. They have not done as much to stimulate the sale of cordage as they have done to bring a more rapid turn over in some other lines.

At the present time there is a fine demand for cordage. In many communiti-



A Calgary cordage window which could not fail to attract attention, and which did bring sales. The trim has the impressiveness which comes from large proportions, and the attractiveness given by an evenly balanced design.

ties people are returning from the country. They are finding the need of rope and cord. First they need this to tie up their bundles. Did you ever see any one moving who did not have a bundle or two? Then rope is needed for clothes lines. It is found that the old reliable line has been left out in the wet so long that it has rotted. Another is needed.

Some Other Needs.

This, however, is a time when a great deal of building is going on. Builders need rope. Moreover, they need new rope constantly. Scaffolds are not going to be trusted to strands which have born a continual strain; neither are supplies being hauled up by ropes which have become worn through friction with the pulley. The great demand for cordage, which comes with the opening of navigation, is not felt now; but for builders' rope, for rope needed in the lumber shanties, for clothes lines and for twine there is a great call.

Repay a Display.

Twine and rope, some merchants declare, repay a little display better almost than any class of goods. Mr. Beddard, manager for Philber & Cie., Westmount, declares that people will pick up a ball of twine while waiting for a parcel to be wrapped up—and will ask to have that added to the parcel. The sight of the string suggests the old need. So it is with rope. A contractor will feel the need of a strong rope and will send, or come for it. Householders, on the other hand, will see the cord or rope, in many cases, before the need occurs to them—though the need is very real.

Herein, of course, lies the great value of a display. A display will suggest to a contractor that the store in which it is made will be a good one for him to patronize when he wants rope; to the ordinary householder it will suggest the need of rope, and it is likely to bring immediate sales. The ordinary householder will not think much of the advance that has come in rope. The need once brought to mind the purchase will be made.

A Striking Window.

The accompanying illustration shows the steps taken in J. H. Ashdown's Calgary store to draw cordage business. The trim was made by C. H. Smith, and was prepared while there was still a good call for binder twine. The great demand for this, is of course now over, but the demand for other cordage lines is as great now as it was a month or more ago.

The trim here reproduced is remarkable in a number of ways—first and foremost because it brought results—immediate results, and lasting results in a general increase in the cordage business. The trim was of one thing only, and yet it probably appealed to 100 per cent. of Calgary's population. In that window was something of interest to practically every passer-by. There was cord for the boys and girls, and for the men and women, too. Cord is an especially good line to show at this time when Christmas is approaching. Heavy rope was of interest to the builders and the mechanics. Mops of string interested the women — as did cotton and hemp clothes lines. There was binder twine for the farmers—wrapping twine for the store keepers—something for all.

An Artistic Trim.

The display, moreover, was artistically arranged. Notice how a wide variety is shown without any confusion.

From time to time such a trim is exceedingly valuable. For one thing it draws attention to the store. Then by attracting people it leads to sales of other lines; and by bringing cordage sales brings profits.

This question of profits, as it relates to rope sales, is one which needs some consideration. A number of merchants have complained that there is a waste in handling rope which eats up a large part of the profits. This is undoubtedly true in some cases. But the waste can be overcome. How some dealers have prevented this waste will be explained in a subsequent article.

HAY WIRE ADVANCES.

Special to Hardware and Metal.

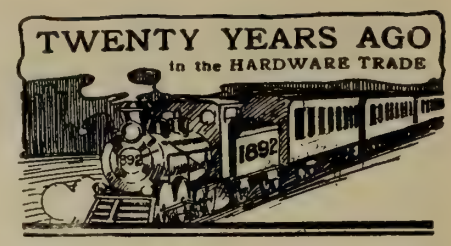
Montreal, Oct. 3.—At a meeting held to-day, it was decided to advance hay wire, numbers 13, 14 and 15, ten cents in price.

SCHWAB SEES CHINA A RIVAL.

Berlin, Sept. 29. — The view recently expressed in an editorial of the London Times, to the effect that the real "yellow peril," so far as China is concerned, is not military but industrial, is fully shared by Charles M. Schwab.

In connection with telegrams stating that Prince Henry of Prussia, who is now in the Far East, is taking a lively interest in the great steel and iron plant which the Germans have established in their protectorate of Kiau-Chau, Mr. Schwab said:

"Undoubtedly the great Hankow region has a glorious future as a seat of the steel and iron industry. Few persons probably know that Chinese pig iron is already successfully competing on American soil with our own native product. It is so good and can be delivered so cheaply on the Pacific Coast that we use it in preference to material which has to undergo the long hauls from the Eastern and Middle Western States."



The following items are taken from the issue of Hardware and Metal of October 10, 1892:

"Green goods men are apparently getting their eyes open to the value of our markets as an outlet for their merchandise. They are spending good money very freely in postage these days to offer gilt-edged opportunities to enterprising citizens in Montreal and Toronto. Some poor simpletons do take the bait forgetting that if this counterfeit money were so safe a medium of circulation, the manufacturer would not trouble himself to convert it into one-tenth as much real currency."

Editor's note.—Several merchants were suspected of having nibbled at the bait. Needless to state, no member of the hardware trade would be guilty of such an indiscretion to-day but the green goods game is not entirely dead. Every now and then it breaks out in some new part of the country.

* * *

"We wish to impress upon the minds of gasolene stove dealers that each accident caused by carelessness or ignorance in managing one of these stoves is an injury to their business individually and collectively. Dealers who distribute them ought to be far more effective missionaries in their behalf than the manufacturers can be."

Editor's note.—The fear of gasolene stoves that people once entertained is not now in evidence. A more thorough understanding of the working of the stoves spread and accidents ceased. The dealers, of course, had much to do with this.

SECURES BIG CONTRACT.

Cobourg, Ont.—A. R. Dundas has been awarded two good-sized contracts during the past week. He has secured the contract for the heating, ventilating, plumbing and metal work on the new Cobourg Hospital and also the contract for the heating, plumbing and metal work in the new residence of Clive Pringle.

Look for Higher Prices in Copper

Indications Are That Production Will Be Hampered While the Future Will See a Rapid Increase in the Consumption—Authorities Predict Higher Prices for This Metal.

Look out for higher copper!

Many will think that the last few months have seen enough advances in this metal, and perhaps they have; yet there is no use closing one's eyes to the future, and the future of copper, as far as can be learned, will see considerably higher prices asked.

The whole reason for this supposition, of course, is that consumption is gaining over stocks; and events seem to indicate that the gain will increase rather than decrease with the passing days. This in face of the fact that stocks gained over consumption in July. As a matter of fact that small gain was more than offset by the movement in the other direction which came in August.

Glimpse Into the Future.

The large increase in the American copper production, as reported early in the month, caused a temporary flurry, and a tendency toward lower prices. Then, for a day or two, the metal men stood still, taking a careful survey of the situation. Apparently they saw that the increased production was largely the result of the May strikes, which had resulted in raw material piling up for July and August refining. They determined, as one authority expresses it, that those large statistics would be the largest of the year, and that they must not be taken as a forecast of what is to come. They saw the increased demands which the future will surely bring for copper, and they perceived the factors which will tend to reduce production in the immediate future—or if not to actually decrease it, yet to so interfere with production that the output will not grow with the demand.

What Will Interfere with Stocks.

There are two great causes which will tend to interfere with production. First there is the labor trouble in Bingham, Utah, which is not only making mining difficult, but also more costly. Then in Mexico the revolutionists are doing a great deal to interfere with operations. As Sherman would say, "War is hell—for the copper men.

As against these troubles, which will certainly tend to keep down the supply, there is the general progress of electricity. Water power, being more and more used, is making electricity cheaper, and so in more common demand. The natural result is that copper wire and other copper is greatly needed. There can be no doubt that this need will increase with the passing years, for even yet electricity is only commencing to be used as is possible.

Face Years of Shortage.

So there appears the situation of a metal coming more and more into demand, and temporary troubles which will curtail the output. It is held by some that not for years will the output again catch up with the consumption—certainly not until more mines are opened and operated.

A well-known authority on copper has this to say of the present situation:

"There is no longer any basis for hope that the producing companies will succeed in their plan to prevent a further advance in the price of copper. The labor agitators and the Mexican revolutionists are carrying out campaigns that are reasonably sure to force the price up several cents a pound. A copper famine apparently can not be averted."

Later this authority says:

"The strike of the miners in Bingham and the increasing activity of the rebels in the copper mining centres of Mexico can hardly fail to reduce considerably the production of copper during the remaining months of the year. As a natural result there will be a further advance in the metal prices."

Such, then, is the position. No wonder copper has made rapid advances lately, as is shown in the accompanying chart. Whether it will again touch the high level of 1872 is a question, but the impression is that the present £80 price will be considerably surpassed—though there may of course be fluctuations which will result in a temporary drop below that figure. This is a time when buyers may well study the situation—not only buyers of ingot copper, but of all copper goods, for these, of course, will have to be further advanced if copper rises materially.

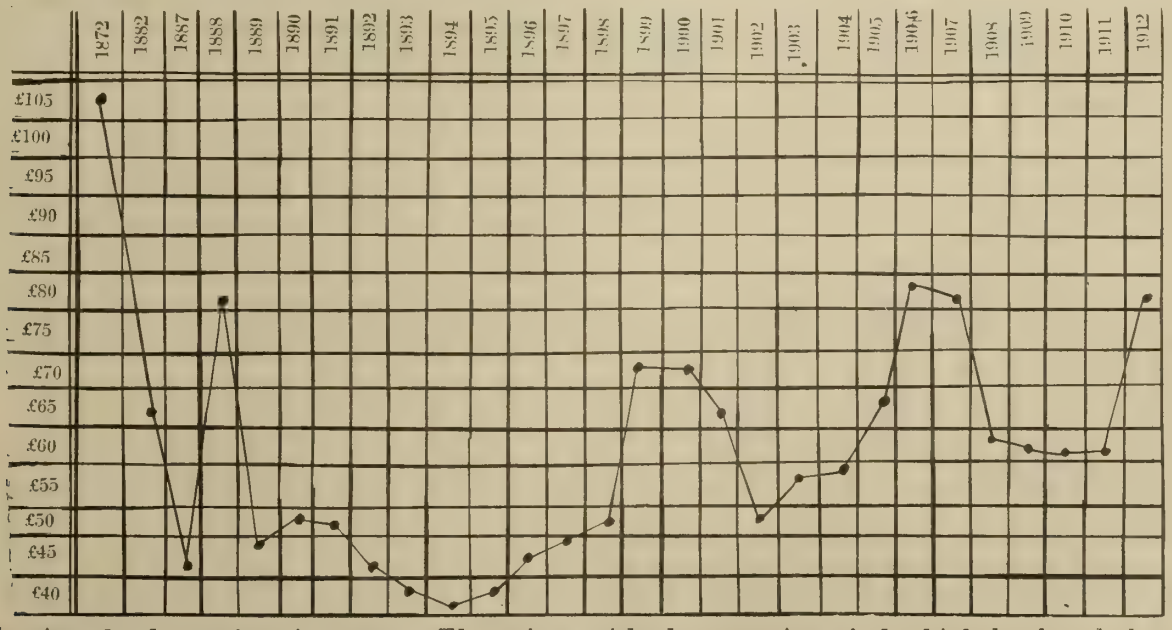


Chart showing the fluctuations in copper—The prices, with the exception of the high level and the present price, are all averages for the year—Copper is not as high to-day as seven years ago.

HARDWARE AND METAL

(ESTABLISHED 1888.)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES

Montreal - 701-702 Eastern Tp. Bk. Building. Phone Main 1255.
Toronto - - 143-149 University Avenue. Phone Main 7324.
Winnipeg - - 34 Royal Bank Building. Phone Garry 2313.
Vancouver, B.C. - - - H. Hodgson, 18 Hartney Chambers.
London, Eng. - E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
New York R. B. Huestis, 115 Broadway, N.Y. Phone 2009 Rector
Chicago A. H. Byrne, 140 South Dearborn St. Phone Rand 3234.
France John F. Jones & Co., 31bis Faubourg Montmartre, Paris.

SUBSCRIPTION

Canada, $2; United States, $2.50; Great Britain and Colonies, 8s 6d; elsewhere, 12s.

PUBLISHED EVERY SATURDAY.

SYSTEMATIZING WORK.

Said a traveller of a certain merchant—"He comes to his office at 10 o'clock in the morning and goes away about four. He does not seem to do a great deal while he is here, yet I know he has a perfect knowledge of what is going on. Indeed he IS what is going on. He directs everything."

This merchant has his business running in a proper manner. As a concern grows, the owner, or the manager, can not hope to do everything himself. But he can be in every thing. He can direct. But to direct, system is necessary.

The dealer to whom the traveller referred could work such short hours, and keep in such perfect touch, because everything done in the store was tabulated. A few slips of paper, left on his desk, showed him what was being done. From these he could quickly decide what needed doing—what lines should be bought—what lines should be pushed by special sales. A few talks with those in charge of the various departments enabled the completion of a plan of campaign.

As men get older they feel the need of shifting a part of their work to younger shoulders. To direct they are more capable than ever—but hard, long-drawn-out work is for the young. Dealers should realize this. They should so arrange their business that they can know what is being done without actually doing it themselves. They should make men responsible for certain work. Thus they have more time and energy for supervision—which, after all, makes a business grow in volume and in profits.

CLERKS AND NEW SYSTEMS.

System is a splendid thing, but it must always be remembered that the man who formulates the system is not the one upon whom its success depends. It is the man behind the counter who is largely responsible for the success or failure of the plan. It is therefore very necessary to secure the co-operation of the man behind the counter.

Perhaps dealers hardly give sufficient time to advising their clerks of the new systems they are introducing. Such explanations are absolutely necessary to the success of these schemes. How is the clerk to enter into the spirit of the project if it is not properly presented to him?

In different stores the appeal to the clerks may be made in different ways. One large establishment has a recreation club, and at meetings of this, brief announcements of new systems are made, the saving or the better service these are expected to give, being thoroughly explained, and the clerk's co-operation asked.

In another establishment, of smaller size, the proprietor explains his new projects to each clerk. He never fails to get whole-hearted co-operation.

Clerks are generally willing to do their best for the man who employs them, but it is human nature that they will be more thoughtful of their employer's interests if these interests are laid before them in a tactful way. Orders are all very well, but more genuine co-operation is secured by asking, and consulting, than by giving orders. The merchant who succeeds best is the one who can inspire his employees with the feeling that they are working with him but not for him.

ON FRIENDS OLD AND NEW.

"Make new friends but keep the old,
Those are silver, these are gold."

The old song is right in a business sense, as well as in that higher meaning. New friends are well worth making, for they bring the silver to the cash register; but the old friends—these indeed bring gold, or they bring so much silver, throughout the years, that it equals gold. It is good business to keep friends.

The wide-awake business man, therefore, has to consider attractive displays which will draw custom. He has to plan novel ways of presenting his goods. But he must go further. He must take steps to satisfy the customers once secured. He must see to it that they are pleased with the goods they secure, and with the service accorded them.

A story, "The Blue Store," which appeared recently in a current magazine, told the every-day adventures of an every-day man who set out to build up a broken-down paint business. The methods of attracting trade were novel indeed, but never did the merchant forget his goods. He saw that he had the best—he studied to such effect that he could prove to others that he did have the best. Therein lies one of the secrets of keeping friends. The gospel might well be paraphrased. "Give customers good goods when they are young, and when they are old they will not depart from you."

But even good goods are not enough. There must be good service too. The wise dealer considers carefully why he lost each customer. Often it will be found that slow service in the store, or slow deliveries, were the cause. Slow and unreliable deliveries are perhaps even worse than slow service. A person can demand service or go immediately elsewhere—but the goods once on the way it is necessary for the purchaser to wait with what patience may be mustered.

Think of the old friends. It is a wise policy, for old friends are not only best, but more than any other thing bring new friends.

WHY COST OF LIVING ADVANCES.

That the advance in the cost of living is due to the fact that the producing power of the land has decreased, is the interesting theory advanced by A. L. Shapleigh, a prominent American hardware jobber. In the course of a letter to a contemporary, Mr. Shapleigh says:

"We have changed materially in the recent past from being an essentially rural people, with the most of our

population depending directly upon agriculture.

"This is shown conclusively by a comparison of the last four censuses which develop the fact that, including all towns of less than 2,500 population in the rural classification, the distribution of our population has changed as follows:

	1880	1890	1900	1910
Urban	29.5%	36.1%	40.5%	46.3%
Rural	70.5%	63.9%	59.3%	53.7%

"In only one way is there a possible source of relief, and that is by raising the productiveness of our lands.

"Nature has placed no limit upon the possibilities of her production, and our average is below the results of the best practice. The increasing population in the cities must be fed from practically the same acreage, or perhaps a little more than now in use, if the price of food products is not to continue to advance; this means that the acreage must be more productive.

"The farmer who formerly had to earn interest on land worth $40.00 to $60.00 per acre, must now earn interest on the same land, worth from $75.00 to $100.00 an acre.

"The decrease in the percentage between 1880 and 1910 of the rural population from 70.5 per cent. to 53.7 per cent., means that there is 16.8 per cent. less of the total population of the country engaged in producing occupations.

"Does it not seem reasonable, therefore, that the ground must be made to produce a much greater yield of its fruits to bring the prices back to their former level."

Mr. Shapleigh speaks of conditions in the United States but the same obtain here. It seems a reasonable explanation of the advance in the cost of living.



POINTED EDITORIALS.

If at first you don't collect, try, try again.

* * *

A monumental year promises in the stove business.

* * *

Higher prices: Where have we heard that phrase before?

* * *

To have an effective ad., the advertiser must "talk turkey."

* * *

Everything comes to him who waits—except payment on old bills—and sundry other things.

* * *

Weather prophets are predicting an open Winter. Cold weather would probably suit the hardwareman better.

* * *

Christmas is one week closer. Time to be laying plans for that extra special campaign you are going to put on this year.

* * *

It is claimed that some co-operative stores make 300 per cent. profit. Three hundred per cent.! We bow our acknowledgment to the colossal figurer who conceived that statement. It's a beaut.

* * *

Higher prices are not welcomed by manufacturer, wholesaler or retailer. When a price advances, it generally means that exactly the same profit is made while a larger amount of money has to be invested, thus making the percentage of profit smaller.

A Dream of Civic Stores

IN last week's issue of Hardware and Metal, mention was made of the plan evolved in Philadelphia for the establishment of civic co-operative stores. The extracts given from the prospectus, which has been issued, gives a pretty fair indication of the nature of the scheme. It may be well, at the outset, to recapitulate the more important details of the undertaking.

The city is to be an active partner in the scheme to establish co-operative stores in all parts of the city. It will furnish the buildings, some of the capital and will supervise the management. All manufacturing will be done by the city and, thus by the elimination of all profits, the stores will pay 300 per cent. dividends, which will be handed back to the customers! A wonderful scheme, truly! The only wonder is that the idea was not seized upon long ago.

That this gilded scheme is the product of a visionary mind, unhampered in its imaginative flights by the restrictions of practical experience, is quite apparent. Mayor Blankenburg, who is given credit for the invention of the new scheme, is a man of high ideals but, we fear, little discretion or practical experience. All his life he has been fighting "bosses" and, now that he has finally landed in office, he is out to institute sweeping reforms. Knowing nothing of the practical side of business, he has allowed the too common impression that the merchant makes an exorbitant profit to get so firmly into his mind that this extravagant and ludicrous suggestion is the outcome.

It has always been the weakest feature of public ownership that a man with a government or civic "job" is not always certain to display the same interest and energy as the man who is working for himself or a private company. The management of a retail business is an onerous task, demanding incessant attention and absolute concentration. Only a certain percentage of men who start in business for themselves make a permanent success of it. What chance would a retail store have, if any of the looseness which so often characterizes civic management were allowed to creep in? A retail store succeeds only where the closest and most efficient management obtains. The idea of communal stores has been tried out in America before under different names and the result has invariably been failure—rapid, complete and convincing.

And the profit—300 per cent.! The man who figured up that possibility could give points to Baron Munchausen. If the financier can make that profit in the hardware business, he should have gone into it long ago and not wasted so much time in other pursuits. Right here we perceive a splendid solution of the situation in Philadelphia. Why not take over a sufficient number of the stores now established and operate them, leaving the present proprietors to officiate as managers? We feel certain that all dealers would be willing, nay anxious, to sell out if allowed a fair salary and, say, a paltry 25 per cent. profit. That would still leave a dividend of 275 per cent. to be divided among the patrons of the store!



If the movement to the cities continues, the prices of foodstuffs will inevitably advance. A "back-to-the-land" movement would carry prices back to a more normal basis.

Effective Method of Making Collections

The Importance of Paying Regular Attention to This Phase of Retail Merchandizing Emphasized—Collections Should be Made Regularly—A System Followed by One Dealer to Give Him Constant and Close Supervision Over Accounts.

"We have no special season for collecting," writes James Purvis of Purvis Bros., Sudbury, to Hardware and Metal. "We push collections all the year and all the time—and then lose a good deal by bad debts."

This brief statement summarizes very concisely what is undoubtedly the prime evil of retail merchandizing. No matter how consistently and actively the dealer may keep up his collections, he is bound to suffer a certain loss. What, then, of the dealer who pursues his collection system carelessly and spasmodically?

It is indeed strange that so many merchants are indifferent on the question of collections. The collection of accounts is, perhaps, the most important phase of the management of a retail business. The merchant enters the business to make profits. If he allows book debts to accumulate, his profits vanish. Even a temporary cessation of collection activity will sometimes put a business so far back that it is never able to catch up again.

Here is a case in point. A young hardware dealer, who had been in business for himself about two years, found the winds of adversity setting rather strongly in his direction late last fall. He could not understand it because he had been doing a big business and he had ample assets. Nevertheless, there were payments coming due and he had not the wherewithal to meet them. The facts of the case were as follows:—

He had stock on hand to the extent of $4,300, real estate valued at $1,600 and accounts outstanding to the amount of $1,600. Thus his total assets were $7,500 and against that were debts totaling $2,250. He thus was worth $5,250 and from all appearances was quite solvent.

However, his balance at the bank had been temporarily wiped out and he had a payment of $750 coming due on his building in a month's time. The rest of his liabilities consisted of accounts for merchandise falling due largely during the month. He was doing a cash business of about $800 a month, and his current expenses ran over $200. Thus he had only $600 coming in which he could count upon to clear off over $2,000 unless he could realize on his outstanding accounts.

Most of the accounts were with farmers and it was found, on investigation, that many were old standing. The work of collecting had been done very loosely. A number of accounts had been on the books for over a year and bills for these had only been sent out twice. The majority had not been billed oftener than once. Some did not seem to have been billed at all. The worst feature of the situation was that the winter was setting in and thus the best time of all for making collections from farmer customers had slipped away.

The services of an expert accountant were secured and a rigid system of collection was instituted. During the month $650 in back accounts was taken in. By securing an extension of credit on some of his accounts, the young hardwareman managed to pull through the crisis. He kept up his collection crusade after that and finally wiped out practically all of his book debts.

The Danger of Delay.

Not only does delay in making collections entail temporary financial embarassment but it increases the certain percentage of ultimate loss from bad debts. Paying bills is not a popular pastime by any means and the longer the account runs the more reluctant the debtor becomes to settling. As stated at the outset, some loss is bound to be experienced wherever business is conducted on the credit basis even when the utmost is done to keep accounts straightened up. The percentage of loss increases in direct ratio to the slackness shown is keeping up collections.

POINTS IN BRIEF.

The percentage of loss increases in direct ratio to the slackness shown in keeping up collections.

There is always plenty of ready money in the Fall. A brisk campaign in the Fall yields better results, therefore, than at any other time.

A monthly reminder coming in as regularly as clockwork will loosen the pursestrings of the most obdurate of debtors.

Patience may be a virtue but it can be carried too far in the matter of book debts.

Fall is Good Time.

There is no season for collections. The work should be carried on from January 1 to December 31. There are certain seasons, however, when the best results can be obtained and the fall is undoubtedly one of them. There is always plenty of ready money in the fall. The farmer has realized on his summer's crops and is in good shape to square off the obligations incurred earlier in the year. A brisk campaign in the fall yields better results, therefore, than at any other time.

Methods Followed.

The system most commonly followed is to issue accounts regularly each month. This entails a great deal of work but the monthly issue of "duns" should not be neglected no matter whatever else has to be sacrificed. It is in the regularity itself that the value of this system lies. Continually "hammering away" will bring results. A monthly reminder coming in as regularly as clockwork will loosen the pursestrings of the most obdurate of debtors.

However, it is not intended to imply that the merchant should depend entirely on the regular repetition of billing for results. If no response is made after the second, or at most third, bill has been sent out, it is time to adopt other measures. Patience may be a virtue but it can be carried too far in the matter of book debts.

A number of hardwaremen have adopted the plan of issuing a series of letters to people on their books, each one more pressing than the previous one. The first month the bill is sent out without any accompanying note. If no response is made, the bill is sent out the second month with a brief and courteous note calling attention to the fact that the matter of payment has been overlooked. If there is still no response, a lengthier letter is sent out. Some dealers do not wait for a month to elapse between the dates for sending out these epistles. They allow a reasonably long time for the recipient to pay attention to the matter and then send along the next letter in the series. This "rapid fire" method of collection is generally effective but is only resorted to in cases where the proprietor is more anxious to secure what is owing to him than to hold the custom of the party owing the account.

A well known hardwareman follows a system which he has originated to remedy defects which he had previously detected in his collection methods. He has always followed the plan of sending out monthly accounts but had no way of keeping track of each account except by laboriously plodding through the books.

He now keeps a list on which the names of everyone running an account at the office is entered. The date when the account was opened is also set down together with the amount of the indebtedness and a space for entering up notes as to what had been done to collect. As the letter series idea is followed, the different letters are numbered 1, 2, 3, etc. When letter No. 1 is sent out on a certain account, 1 is marked in the margin; and so on. Space is also allowed to enter up payments made on account. The proprietor can thus find at a glance just how any account stands. The accounts are also entered on the books in the regular way of course.

There is a double advantage attaching to this system. In the first place, it simplifies the labor of sending out bills and letters each month and precludes the probability of mistakes and ommissions.

Supervises Credits.

In the second place, it enables the proprietor to supervise credits. No member of the staff can make a sale on the credit basis without first consulting the proprietor. If the applicant has no account with the firm, the proprietor decides whether or not he will take the risk. If the customer already has an account, the proprietor looks up the name on his list and can tell at a glance whether it is desirable to add anything to the total of this customer's indebtedness. If, for instance, he finds that the applicant has been owing for several months and has not been moved to action despite the fact that three of the letters have been sent him, it is likely that the proprietor will refuse to increase the amount of the account.

The dealer in question has found this to be a very effective method of checking his credit transactions. By the supervision thus exercised, he has reduced the number of his credit customers 10 per cent. in the past year without any detrimental effect on the general volume of business.

Laying Plans for Christmas Campaign

Some Good Reasons Why the Active Business of Pushing Christmas Trade Should Be Started Early—All Arrangements Should Be Made in Advance—The Problems of Buying—New Goods Should Be Sought to Fill the Demand for Novelties—Hold Conferences of Staff.

It seems a long time to Christmas but it is not so very long from the standpoint of the hardwareman. The public will not begin to take an interest for some weeks yet but there is this very important consideration to bear in mind: The dealer must be in readiness to supply all demands by the time the public interest is aroused and must, therefore, begin preparations well in advance. It is not too early for the hardwareman to begin active preparations for the campaign.

There are two outstanding features of the Christmas trade which present themselves when one gives any thought to the matter. The first is the desirability of hardwaremen securing a larger share of the trade. The second is the grave necessity of starting the Christmas shopping movement earlier.

The first is a self-evident proposition. Although the hardwareman has been getting more of the business which is created by the time-honored and delightful Yuletide customs, he does not yet do as much as his position warrants him in expecting. The hardware stock is now well adapted to Christmas trade. Lines are carried which appeal to the buying public. The growing tendency to give useful gifts instead of fol-de-rols is bringing the stock carried in the hardware store more to the front. There is a good profit for the dealer in turning over a Christmas stock and, in addition, it serves to liven up a period which would otherwise be commercially dead. If the hardwareman does not sell much holiday stock during December, he will not find the turnover for the month very large. The inference is obvious. He should take off his coat, figuratively speaking, and get after the Christmas trade.

Hurrying Trade Along.

It has been the custom so long for people to defer their holiday shopping that it seems to have become almost second nature with them. The result is that the last two weeks before Christmas are just one mad rush, ending up with a riotous scramble on the last two days. This is not only bad for business but it is extremely trying. It leaves the proprietor and the members of his staff tired out.

FOLLOW THIS SERIES.

This is the first of a series of articles which will appear in Hardware and Metal, relating to the Christmas trade. The series will be continued well into December and every phase of the question will be dealt with. The articles will be intensely practical and will deal with actual methods followed by progressive hardwaremen.

The only way to correct this tendency is for the merchants to start the season at an earlier date. People begin to take an interest as soon as the stores are decorated and fitted out with all the unmistakable signs of the approaching holiday. If this is done a little earlier, it means that a certain amount of shopping will be done earlier and that the last minute congestion will be relieved to that extent at least.

On all counts, therefore, there is a duty which the hardwareman cannot mistake. He must start his campaign for the Christmas trade bright and early.

Looking After the Buying.

An important consideration is to get the buying done well in advance. Not only does this enable the dealer to display his stock early but it provides against delay in shipments and insures a better selection.

The shopper who leaves everything until the last moment does not have the same selection to choose from and the same holds good to a certain extent with regard to the buying of the dealer.

In making the season's purchases, it is always advisable to consult the records of the previous year. In this way it can be learned what was bought in each line and what was sold. The information obtained will be a great help in deciding on the quantities for this year. If the records show that a certain line was sold right out before the close of the season, no mistake will be made in ordering a larger quantity of the goods.

Allow for Expansion.

The orders placed for the coming season should not be cut strictly according to the cloth of 1911 sales. Allowance should always be made for expansion. It is reasonable to assume that the trade this year will be larger than that of last year. In fact, if the store is conducted along progressive lines, an increase can be counted upon as a certainty. By basing his conclusions along these lines, the hardwareman should be in a position to

gauge his requirements with sufficient accuracy to insure enough stock to meet the demand and at the same time save himself the loss of carrying over a large supply of left-over goods.

Getting New Goods.

One of the distinguishing traits of the Christmas trade is the introduction of new goods—"fads" or "novelties," in many cases. People want to see "new things"; for variety is the spice of gift giving. There is always a ready sale for specialties. In arranging the season's buying, therefore, it is well to see that no likely brisk sellers are missed. A new article should not be passed over because it is new. Rather, it should be favorably regarded for that very reason. In this connection, it is well to closely scan the advertising pages of Hardware and Metal. Ideas for the buying campaign will be secured through study of the advertisements.

Advertising Plans.

Competition reaches its keenest stage during the Christmas season. Every dealer in the place is making a bid for his share. Advertising becomes pretty general, the stores are all brightly decorated. It becomes necessary for the hardwareman to court publicity along these lines if he desires to remain in the running.

The publicity campaign can be divided into three parts: Newspaper advertising, window displays and interior arrangement of store. In all three branches plans can be laid pretty well in advance.

For instance, it would be well to decide at once how much is to be spent on advertising and how it is to be spent. It is well to base the advertising expenditure on the turnover of the previous year, the percentage to be fixed according to personal opinion and past experience. It should be conducted on a fairly liberal scale. The returns will always be in proportion.

Arrangements should also be made in advance for the window displays. The style of each trim should be decided upon so that whatever material was needed could be ordered ahead of time. It would be just as well to make a thorough canvass for ideas to make the displays attractive and original. Also, it is not wise to balk at expense in the arrangement of trims, provided of course that it is not altogether out of proportion to the results. A few dollars spent on a good window display will often bring back so much that the original expenditure looks very insignificant indeed.

With regard to the interior arrangement of the store, it is not too early to decide what changes will be necessary to give the Christmas lines proper prominence. Certain lines will have to be shifted. In many stores, a pretty complete rearrangement will be found necessary. The proper steps should be decided upon at once, so that adequate provision can be made for the storing of the goods temporarily displaced.

A little time and money spent in decorating and renovating would not be amiss. A new coat of paint would freshen things up wonderfully. Why not give it a try?

Hold Conference.

An old proverb, "there is wisdom in a multitude of council," comes to mind. No one man carries under his hat all the ideas worth having. No hardwareman can think of all the plans and selling schemes which would benefit his business. Each member of his staff will have certain ideas. Why not hear them and give them due consideration? The clerk does the routine work in the store; he makes the sales, wraps up the parcels, moves the stock. It is natural that ideas for better arrangements or better systems should come to him.

It would be well to hold a conference or series of conferences with all members of the staff and discuss the coming campaign.

Determining Customer's Mental Attitude

Reading a Man's Mind from His External Appearance and Peculiarities—Certain Physical Defects That Have Corresponding Mental Infirmities—What the Erect and Stooping Figures Suggest.

To what extent is it possible for the salesman to size up the character of a customer from his appearance? Authorities declare that there are physical peculiarities in many people which serve as a reliable index to their mental outlook or temperament, and that the apt merchant who has made some study of these, can, with something like intuition adjust his own mental attitude so as to meet the customer most satisfactorily to all concerned. Discussing this question, a writer in an English journal has this to say:

"The question has been revived in my mind as to how far any physical abnormality can be shown to have a corresponding mental or moral deficiency, or peculiarity; or, to be more concise, whether there exists any connection between physical disproportion and mental inharmony.

"I remember a former employer of the writer's seriously informing him that persons with a squint invariably had a corresponding moral squint or obliqueness in their nature, and for that reason, with such persons, cash transactions only should be the rule.

Judged by External Appearances.

"Whether this is true or not, it is a recognized fact that most persons, consciously or unconsciously, associate certain physical defects with corresponding mental infirmities. Indeed, our literature teems with examples of this, and before the novelist delineates the mental peculiarities of his characters, he carefully describes their external appearance, color of hair and eyes, type of face, and so on, so that the reader may infer their disposition, or moral bias—or immoral, as the case may be—and thus in a degree anticipate what follows.

"That mental and moral states affect bodily conditions cannot be gainsaid; therefore it is by no means so ludicrous as may appear at first, for the merchant to be able to estimate the character of many of his customers by their physical peculiarities, and then deal with them accordingly.

"For, after all, most physical abnormalities are primarily and solely mental, and really only expressions of varying individual characteristics.

Some Common Types.

"One of the most common types of disproportion any salesman has to deal with is the customer with a decided rotundity of outline, supposed to be becoming to city aldermen, and known technically as corpulency. With such a person one usually associates a love of ease and enjoyment, a fondness for things gastronomical—pleasure loving—and of the good things of life generally. While his antithesis, the spare, lean man of sharp outline, and many angularities, may be regarded as overanxious, highly-strung of a worrying disposition or temperament, and liable to extremes of depression or elation.

Who ever knew the erect figure to be anything but dignified, self-confident, proud, and oftimes vain and haughty in bearing; excepting, of course, the military type, which is really artificial and acquired, and the result of training and repression? And the ne'er-do-well is represented in the round-shouldered stooping, head-forward, narrow-chested type. For the humble, diffident, shy man, the man lacking in confidence, and unwilling, or unable to assert himself, always leans forward in a self-depreciatory manner, as though wishful to escape observations, as he really is. Hence the mental characteristics of the head-forward figure are the reverse of the erect type, in agreement with the physical formation.

Reducing the Difficulties of Delivery

Quick Service is Demanded, and This is Exceedingly Hard to Give—System the Only Salvation—How One Merchant Secures Three Deliveries a Day—Another Farms Out His Delivery at 5c. a Parcel—A Good Joke But Bad Business.

Distribution is one of the big problems of business life to-day—perhaps the biggest of all problems. It is the great question in West and East alike. To market his grain is the problem of the prairie farmer. To market his product is the study of the manufacturer; and to distribute his goods is undoubtedly one of the great problems of the retail hardwareman.

Delivery seems absolutely necessary. Men may dream of a blissful state in which people pay cash for what they buy, and carry off their purchases with them; but such Utopian conditions do not exist in many places. No. The great majority of dealers must make arrangements for delivering what is bought of them, and according as their arrangements to this end are good or bad will their business grow or diminish. Delivery, of course, is only one factor in a retail business, but it is an exceedingly important as well as a worrisome factor.

Friends Made and Lost.

Prompt delivery service can, and does, do a store almost incalculable good, and a bad service may cause much damage. Prompt delivery gives people faith in a store. It causes them to speak well of it when others are complaining of some other establishment where they have done business. Thus friends are made for the one store and lost for the other.

Dealers need little reminding of the harm done by poor deliveries. Perhaps all have intimate knowledge of customers lost because of this. Sometimes the slow service was inavoidable. Perhaps it was due to the carelessness of a delivery man. However, that may be, the evil results followed.

It is very evident that the question of delivery is one which requires careful study. System is necessary. There is absolutely no use attempting to deliver goods over any considerable area in a hit-or-miss fashion.

How System Was Arranged.

There are firms, of course, which employ a number of wagons. These have an opportunity to divide their territory into districts, giving one driver charge of a particular district. The majority of dealers, however, have but one rig, and have to give the best possible service with this. Moreover, if the work is properly regulated, a very good service may be given under these circumstances.

One man, doing business in a place of 20,000 inhabitants or a little more, has arranged to give three deliveries a day. He has found that it is possible to cover the territory this often, as it seldom happens that all the extremes have to be touched at the one time. If there are orders from all four extremes, then some of them have to be taken at each delivery. It would be impossible to attempt to make the full circuit at one time.

This man sends out his first load about 10 o'clock in the morning. This includes all the telephone orders of the early morning, and all the orders placed after 5 o'clock the night previous. These last, by the way, are the only orders of the day before left over.

The driver will make his round in about two hours, and then will attend to his horse and be back again very shortly after one o'clock. There will be more parcels to go out. If any urgent call has come it will be delivered first. The driver can start delivering either way. That is, he can go to the end of his run first, and work back; or he can commence delivering at houses near the store. If the hurry up calls do not come from widely divergent points the prompt service asked may usually be given.

Touching the Extremes.

This trip is usually over about 5 o'clock, and then there comes the late afternoon delivery. It is very seldom as heavy as the one o'clock round, yet the territory to be covered is often as great. Sometimes, indeed, it is greater—for a parcel may be left off the early delivery, because, it was for a district apart from that to which the rest of the goods were going. It has to go on the late delivery, and perhaps by the time this is made up there is an order in for goods to be delivered to some place on the other side of the city. If all are to go out that night, both extremes have to be touched.

Indeed the task is not an easy one, and the worst of it is that many people are thoughtless—to put it mildly. All naturally regard the delivery of their purchase as of the greatest importance.

A Case in Point.

The dealer who has arranged his three deliveries in a day, tells a story which has occurred to him in the past month. In his city is a residential district located on what is called the high level. As the name implies, it is on a plateau, to reach which a steep hill has to be climbed. A lady telephoned from one of the fine houses here, asking for a box of tacks. "And," she said," I must have them immediately." The merchant explained that his delivery was out, and that he could not get the tacks around until nearly six o'clock. Then the lady gave the merchant a piece of her mind. She wanted what she wanted when she wanted it. Probably the merchant thought a lot. Indeed he admits as much, but he only said he would get the tacks around at the earliest possible moment. As he says: "It would not have mattered a great deal if we had lost that customer, but she would have talked. I saw how she could talk. She would have said we could not give a decent delivery service, and of course she would not have explained the circumstances as they really were. Her talk would have hurt us."

A Good Joke But Bad Business.

This incident brings to mind another which occurred to a grocer. A lady demanded a cake of yeast. Cakes of yeast cost 2c and yield the grocer ½c. profit. She insisted that this be sent around immediately. Well, the grocer determined to send it. He wrapped it up a dozen times. Then he wrapped it up some more. He put it in a bushel basket, and the driver, entering into the spirit of the joke, got another man to help him carry it into the purchaser's house. It was a good joke but bad business. The lady was offended. She told her friends—not of the joke, but of the supposed bad service—and several customers were lost.

Delivery is not only a troublesome part of the business, but an expensive part. It is estimated that a horse's keep comes to approximately $20 a month. Then there is the cost of keeping up the wagons, and the cost of the horses. It is a good horse that lasts more than six or seven years on delivery work, and horses are rising in value rapidly.

Farming Out Deliveries.

So expensive is delivery, indeed, that several firms have determined to let carrying companies distribute their parcels for them. Mr. Smith of the Central Hardware Co., Ottawa, has adopted this system. 'We pay 5c. a parcel," he says. "On some things that is more than the profit, but we try to encourage people to take home what they buy, and all things considered we find this system pays us. You see in a place the size of Ottawa one delivery wagon

Continued on page 54.

Complete Course in Sheet Metal Work

By L. W. KOSER

In Lesson 7 we take up skylight construction.

Generally speaking there are only three different styles of skylights, viz., the single pitch, double pitch and hip skylight. These are often added to by putting on different styles of ventilators. Architects sometimes construct a special skylight for some particular job but in all cases they will be found to be built up from the three styles mentioned above.

The names of the different parts of a skylight correspond to the timbers in a roof only, instead of calling them rafters, we call them "bars" and instead of calling the lower member a plate we call it a "curb."

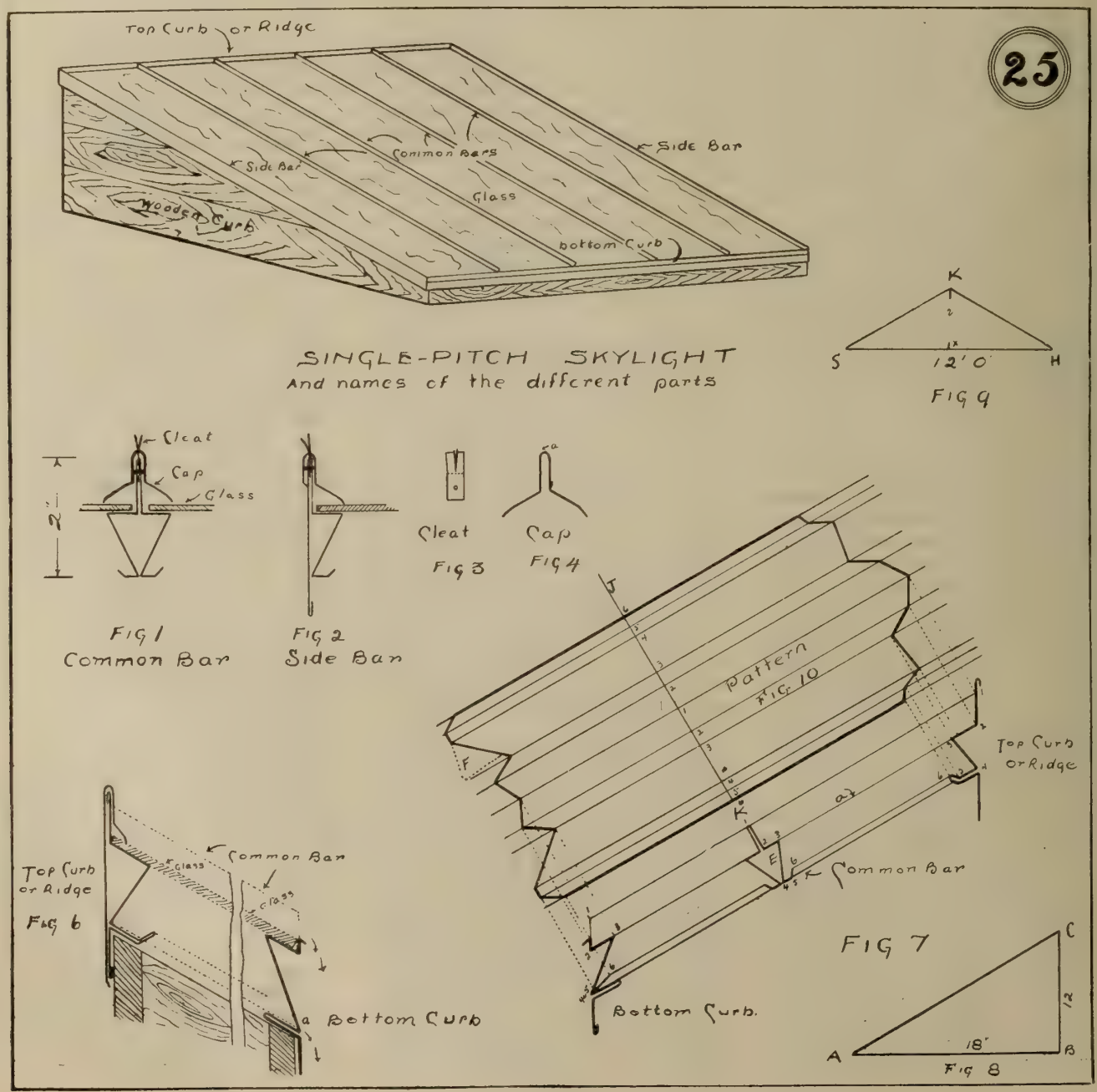
It is well to watch carpenters framing the roofs on buildings and get familiar with the different rafters and their names and uses because metal skylights are simply glass roofs with hollow sheet rafters. The ordinary glass used for glazing skylights is 3-16 of an inch thick and is either rough on one side and smooth on the other, called "rough rolled" or ribbed on one side and smooth on the other, called "ribbed skylight glass." For fireproof constructions it is made ¼ inch thick and a wire mesh cast in the centre to keep it together when cracked by heat.

Having now given a general review of skylights we will take up their constructions.

On Plate 25 we illustrate a "single pitch" skylight and give the names of the different bars used on same.

Then we give a large sized detail of these different bars and develop the pattern for the common bar. When this style of a skylight is set on a roof that is flat or nearly so, then it is necessary to give the wood curb a pitch so as to drain the skylight, but when this style is used on a roof that has a fair pitch then the curb is usually built up 6 in. high all around the opening on the roof.

In the illustration you will notice that the bottom member is called a curb or bottom curb. You will further notice that all the common bars and side bars



finish against this curb or "butt mitre" into it.

We give a detail of this at Fig. 5 in which the heavy line is the curb and the dotted lines show the common bar butting into it. It will be noticed that the bottom of the common bar mitres into the irregular surface of the curb and this mitre is one that is used on every style of skylight.

Referring again to the illustration we notice the top member is called top curb or ridge. We will drop the expression "top curb" and use "ridge" after this. We have only called it top curb as some people use this expression.

Now this ridge, it will be noticed, receives the top end of all the common bars or in other words the common bars butt mitre into the ridge.

Dry October Is Predicted---That Means Fine Paint Season

After all the cold, rainy weather, it is predicted that there is to be a fine October. There is a battle cry for the paint dealer. A fine October means a fine Fall for painting, and Fall is now generally conceded to be as good if not a better season for painting than Spring.

There is a manager of a large paint manufactory who was recently asked by a friend what time in Spring he would advise him to have his house painted. "I wouldn't advise you to have it painted in Spring at all," the expert replied. "Get it painted in October." Then he proceeded to tell his friend why he suggested this. "You are going to avoid some of the Summer evils if you paint in October," he said. "You must remember that successful painting does not altogether depend upon the paint. A large factor is the surface. This must be in good shape if the result is to be the best. Now in October the wood is well dried out, from the Summer sun. If there comes a fine period the paint can be applied. It will spread well. The sun beating upon it will not have blistering heat. The paint will dry hard, and you will have great resistance to the blasts of Winter."

Need Have No Hesitation.

So much from a man who knows. He thinks the Fall, if it be a dry Fall, is not only as good a painting season as Spring, but a better. The retailer, therefore, need have no hesitation in recommending his customers to do their work now. He should, however, urge them to start their work when there is no great likelihood of rain.

Of late showers have come so frequently that people are coming almost to expect a daily rain. However, the word has gone out that October is to be a good month. If it is it should be a banner month for painting. And indeed there seems no reason why there should not be many fine painting days. October is usually a fine month. True the start this year has not been auspicious, but the balance of the month is likely to see many clear, crisp days.

The Logic of Fall Painting.

Don't forget the paint displays. When talking to customers suggest the immediate painting of houses and verandahs. Point out that the Winter season, which is coming, is the one against which protection is needed. People may say—as they often do—that they want to leave the painting till Spring so that the house will have a fresh appearance in the Summer, when people are living more on the outside of their homes than on the inside. There is something in that, and yet the main purpose of painting is to protect the house. There is common sense in putting on the protection when the season against which protection is most needed is approaching.

Then there is no reason why paint applied in the Fall will look dull and old in the Spring. If it gets a good grip before the wet weather comes the snow and the rain will have very little effect upon it. The house will be fresh looking when April comes, and the wood will not be cracked.

More than houses, even, it is possible to paint steps and walks at this season. Here there is little or no chance of rain coming to spoil the work. The whole job can be done in a couple of hours. If a fair day is selected the paint will dry, and another coat can be applied at once. There is the work completed. The snow lying on the steps or verandahs will not cause any disintegration of the wood.

Inside Chances.

Beside this outside painting there is the inside of the house. It is a great field this supplies. Chairs will need painting. Floors will need coats of varnish or of stain. There will be baseboards which would profit by some attention, and perhaps the whole color scheme of a room may need changing. Paint will do it all, and in the Fall there is time for householders to apply this paint. Moreover, the season is approaching when long evenings are spent at home. Handsome interiors are appreciated at this season.

October is not a month for a hardwareman who handles paint to sit back and take his ease. There are many sales to be secured, and they usually are secured by the man who works.

Catalogues and Booklets

Wear-Ever Magazine.

The first number has come to hand of the "Wear-Ever" magazine, an organ which will be published monthly by the Aluminum Cooking Utensil Co., New Kensington, Pa. The first number is indeed creditable to the editors. It contains a number of interesting articles bearing on aluminum ware and also gives a wealth of hints on the retail marketing of the line. The illustrations are unique and artistic. An interesting feature is the reproduction of a number of extremely good window displays.

A New Yale Catalogue.

An advance copy of a new catalogue descriptive of Yale cabinet and trunk locks has been furnished us by Canadian Yale & Towne, Limited, of St. Catharines, Ont. It is a loose leaf catalogue, and illustrates the company's line of cabinet and trunk locks of many types and sizes, from chest locks operated by a combination through to the less expensive types of locks operated with barrel keys.

Illustrations as shown of the company's works in 1870, and also of the recently erected Canadian plant of The Canadian Yale & Towne, Limited, at St. Catharines, Ont.

An announcement is followed by explanations of the system of numbering and this in turn is followed by an article on the subject of master keyed locks and the possibilities of applying them to various grades and styles of the company's cabinet and trunk locks.

The most interesting section of the book is that devoted to locks for special purposes. A lock of more than usual interest is one with the Yale pin-tumbler mechanism and paracentric key for trunk locks. This lock is furnished when desired with a dust cover over the key way precluding the possibility of dust or dirt entering the lock mechanism.

TO MEET IN MONTREAL.

The annual meeting of the Canadian Wholesale Hardware Association will be held at Montreal on Tuesday, Oct. 15 A banquet will be held in the evening.

Progressive Hardware Retailing

Maritime Firm Instal an Elaborate Electric Sign—Saturday Specials Adopted by Saskatoon Firm—Some Novel and Effective Advertisements—Vancouver Firm Clearing Out a Large Stock.

PUT UP ELECTRICAL SIGN.

St. John, N.B.—T. McAvity & Sons, some time ago erected before their store in King street, a large electric clock, suspended above an iron lighting post with several large globes. Although it was said at that time to be the only one in Eastern Canada, it has now become known that it was then only the second of its kind in the world, the other being in London, England.

But the latest move is another which has attracted general interest. The building occupied by the firm stands several storeys high, and is in the central portion of the city, in the heart of the commercial district. The roof is quite perceptible from many quarters, but in order that the name of the firm might be kept more constantly and persistently before the buying public a large electric sign occupying a predominant position has been erected at a height of twenty-three feet above the roof top. It is possible to see the sign when lighted at night or when the sun shines upon it in the day time, at a remarkable distance.

The sign spelling out "McA-V-I-T-Y" in letters 12 feet high emblazoned in 325 electric bulbs, is erected on iron casings and the letters to make them glow with particular brightness are covered with galvanized iron. At night when the switch is turned on, the sign stands forth in the clear sky as an alphabetical constellation. The lighting is regulated by an eight-day clock in the interior of the building, and it can be set for any hour desired. The sign was erected under the direction of J. A. Bower, of the house staff, and the work of arranging the letters, making the casings, etc., was carried out by workmen employed by the firm.

A NOVEL ADVERTISEMENT.

Tofield, Alta.—R. O. Bird, hardware dealer, has been running what is undoubtedly a novel advertisement. A list of articles carried for sale is given in the form of a menu. Thus, under the heading of "relishes," horse radish graters and nutmeg graters are mentioned. The rest of the bill of fare is as follows: Soups — stew kettles, soup ladles; Cereals—oatmeal cookers, sad irons, rice boilers; Entrees—food choppers, wire toasters, flour sifters, basting spoons, fruit preserves; Meats—roasting pans, egg beaters, frying pans, steak pounders, egg poachers; Vegetables—potato mashers, vegetable cookers, paring knives; Desserts—pie tins, cake tins, cake turners, muffin pans, pudding pans, tea pots, coffee pots, milk pitchers.

An offer is made that bread pans will be given free with all orders of $2.50 and over.

ADOPT SATURDAY SPECIALS.

Saskatoon, Sask. — The Saskatoon Hardware Co. have adopted the idea of holding Saturday special sales. Every Saturday the south window is filled with a selection of goods which are cleared out at 75 cents. People pick out what they want from the window. The idea has resulted in attracting plenty of people to the store windows every Saturday.

The same firm are now clearing out what is left of their refrigerator stock, offering a reduction of about 20 per cent. in the price.

CLEARING OUT STOCK.

Vancouver, B.C.—Cunningham's, Limited, are conducting an immense sale with the avowed purpose of clearing out a stock of $100,000 approximately. The object of the sale being to reduce stock, a reduction of from 33½ to 50 per cent. is being offered on practically all the lines put up for sale.

Large advertisements are being used in the daily papers and the sale has been attracting crowds every day.

A STRAIGHT TALK.

Woodstock, Ont.—A. H. Gingerich is using his advertising space to give a straight talk on the coal range, he is handling. It reads in part:

"Do not look at the outward appearance when you buy a range. Examine the inside construction thoroughly, before you buy. No other range has the same construction as the ————. The oven bakes from 4 sides where others only bake from 2 sides. We guarantee 50 per cent. saving of fuel when you use the ———— Range."

POST VACATION TRADE.

Montreal, Que.—The fact that people returning from vacations are almost certain to discover wants and deficiencies in household equipment, is being used by L. J. A. Surveyer, 52 St. Lawrence St., to push the sales of kitchen utensils, cutlery, coffee percolators, oil heaters, etc.

AN EFFECTIVE ARGUMENT.

Taber, Alta.—The Taber Hardware Co. are running stove advertisements which contain an extremely effective argument. They say:

How about replacing that old stove? Do a little figuring.

A good range costs less than ten cents a day for a year. One of ours will save this much on fuel alone.

If you had bought one a year ago it would have paid for itself before this.

LETTER BOX.

Climax Welding Compound.

H. Pitts, Cornwall, Ont.—"Who are the Canadian agents for Climax Welding Compound?"

This is handled by the jobbers, any of whom should be able to supply you.—Ed.

REDUCING THE DIFFICULTIES OF DELIVERY.

Concluded from page 51.

would hardly be sufficient to enable our giving prompt service.

Frankness Absolutely Necessary.

Probably the one essential in connection with delivery is that there should be perfect frankness. Few customers will become annoyed when they are kept waiting a little time, if they have been told in the first place that the goods can not be sent earlier. It is the broken promises that make store enemies. Only the other day a hardwareman lost a customer because he had promised to have goods delivered by night. They did not come. The next day he said they were on the way. They did not come. The purchaser, the third day, found them still in the store.

Frankness will do much to prevent trouble. For the rest system is necessary. It will keep down the expenses, and will enable the best service possible.

Current News of Hardware Trade

Steel Works Burned.

Gananoque, Ont.—Part of the works of the St. Lawrence Steel and Wire Co. was gutted by fire. The loss will probably be about $10,000, covered partly by insurance.

Metal Worker Hurt.

Preston, Ont.—William Jones, tinsmith, employed by Bernhardt & Gies fell from a scaffold while working on the Ziemann block a few days ago. He was engaged in putting on metal ceiling when the scaffold gave way. He received a severe shaking up.

New Manager of Department.

E. S. Jenison formerly with the Henion & Hubbell Co., of Chicago, Ill., has been appointed manager of the Pump Department of The Canadian Fairbanks-Morse Co., Limited, who are now the exclusive sales agents in Canada for the Triplex and Power Pumps as well as the other lines manufactured by The Goulds Mfg. Co., of Sesect Falls, N.Y.

Westerner in East.

Montreal, Que. — Mr. Salisbury, of Johnson and Salisbury, North Vancouver, has been visiting members of the trade in Montreal during the week. Mr. Salisbury has all the Western optimism, and is enthusiastic about prospects in the West. He has, however, the happy faculty of boosting the West without running down the East, and has made many friends here who will be glad to see him back again, next year.

Move Into New Office.

Toronto, Ont.—The James Morrison Brass Manufacturing Co. have made a number of changes at their office and plant on Adelaide street. A basement has been put in and the show rooms have been enlarged and improved. One showroom fronts on the street and here are displayed marine telegraph apparatus, brass music stands and similar lines. The offices have been moved to what was formerly part of the stockroom. The offices are now much larger than before. They have been very handsomely fitted up.

Death of William Padget.

Unionville, Ont.—The death of William Padget, head of the hardware firm of Padget & Hay, took place at the family residence here shortly after 1 o'clock on Saturday afternoon. Mr. Padgett was in his 62nd year, and had been a resident of Unionville for the past 30 years, during practically all of which time he was identified with the firm which still bears his name. The late Mr. Padgett was born in Whitchurch, and before coming to the village was engaged in farming, in which occupation, as in mercantile life he was most successful.

J. M. Thompson Drowned.

Milwaukee, Wis.—James M. Thompson, treasurer and superintendent of the Luther Grinder Manufacturing Co. was drowned on Sunday afternoon. Mr. Thompson was an enthusiastic canoeist and with a couple of friends was shooting the dams on the upper Milwaukee River. The river at this time is very high. They had passed successfully over all except the last dam, but as they went over this last one the canoe capsized. Mr. Thompson attempted to swim to shore but the heavy hip boots he was wearing impeded his progress.

Mr. Thompson was 33 years of age. He was born in Poynette, Wisconsin. As treasurer and superintendend of the company he has been one of the main factors in the building and perfecting of Luther grinders.

Business Changes.

Otterville, Ont.—George McLean has sold out his stove and tin business.

Blyth. Ont.—McPherson Bros., hardware dealers and plumbers, have sold out.

Vancouver, B. C.—E. M. Bigelow, hardware dealer, is reported to have sold out to W. A. Wood.

Vancouver, B. C.—Johnson, C. Gardner & Co., have sold their paint, varnish and oil department to the Johnson Paint & Varnish Co.

Grassey Lake, Alta.—Larsen Bros. & Hinck are moving their hardware stock from the temporary store and merging it with the McNichol stock. They will have a large store.

Creelman, Sask.—Wright & Laberge, hardware merchants, have purchased the stock of Campbell & Ferguson, the other hardware firm in this place, so that in future there will be only one hardware store here. Wright & Laberge have one of the finest stores in this part of the country. It is fitted with first-class fixtures throughout.

Uncertainty in West.

There is a great feeling of uncertainty in the West regarding the flax crop according to H. W. Aird, manager of the Canada Paint Co., Montreal, who has just returned from a business trip to Winnipeg and Chicago. "Men will make no predictions," he says. "They are delighted though at the fine weather which they are having now. This will mean that the late flax will ripen."

Fire Losses.

North Toronto.—The store of J. E. Aitkinson & Son., hardware dealers, was damaged by fire.

Halifax, N.S.—The premises of A. J. Grant & Co., wholesale and retail hardware, were damaged by fire recently.

New Retail Firms.

Elnora, Alta.—W. Hannams has opened a hardware store.

Belmont, Man.—Cannon & Houghton are opening a hardware store in the A. W. Marquis building. They expect to open October 1.

Personal Notes.

Mr. Doyle, of John Lewis & Co., Belleville, was in Toronto all last week.

Among recent visitors in Toronto were Mr. McIntyre, of Whitby, and Mr. McGregor, of Oakville.

Walter B. Ramsay, manager of A. Ramsay & Sons, Montreal, is now on a business trip to Vancouver.

H. W. Gerke, manager of Martin-Senour Paint Co., Montreal, has left for Vancouver on a business trip.

Grenfell, Sask.—A. E. Ducklow has succeeded E. T. Parkinson as manager of E. A. Walker & Son's hardware store.

WIDENING ITS SCOPE.

The International Commercial Intelligence Bureau, with its offices in Amsterdam, Brussels and Hamburg has recently opened a branch office at 170 Fifth Ave., New York City, in order to facilitate its connections. This Bureau aims to promote commerce between the different countries.

USES OF MONEL METAL.

It is interesting to note that Monel Metal, which has ben so successfully used for agitators, drying trays, furnaces, chemical tanks, etc., is particularly suitable for the heads of golf clubs, and is being used more and more for this purpose. The special value here is the fact that Monel Metal is not affected by water or dampness and keeps its high finish, which is similar to nickel-plate. With these heads there is no necessity for paying a monthly fee to have golf sticks kept buffed up.

Weekly Market Report --- Metals

METAL NOTES.

No price changes are reported this week.

Iron may advance shortly and in the meantime great firmness is shown.

Consumption is reported to be heavy all along the line.

Supplies are good.

MONTREAL.

Montreal, Oct. 5.—At last there has come a week when no price changes have been struck locally. That fact is noteworthy. It has been some time since there has been such a quietness, and indications are that it will be some time before there is again such a lack of movement. Indeed iron products may be advanced before Saturday comes. Such a thing is far from unlikely.

The quietness locally does not mean that the market has been inactive in London. It is true there have not been as rapid advances as have been noted some weeks, yet metals generally have been strong. Copper is high—although a slight falling off was noted on Wednesday. Lead remains high, though not quite as high as it has been. Tin has advanced. It is exceedingly strong; while iron continues to cause some excitement.

Generally business is exceedingly good. Though metals are high there is fortunately a good supply of practically all lines. The one exception is galvanized sheets and Canada plates. The call for these has been exceedingly large and handlers are finding their stocks materially reduced. They are, however, still able to fill orders and further supplies are on the way.

From what can be learned it seems that this is a good time to cover requirements. That advice was given some time ago, and those who took it profited. There is a possibility that some lines may drop a little, but it is far more likely that by waiting to place an order a dealer will find himself out of some metal when this is badly needed. A lost turnover would mean a greater setback to a dealer than would the loss caused by a few cents drop in price. Such a drop in price, moreover, does not seem very likely to come.

Tin Going Up.

Tin.—It is thought that the war scare may have had something to do in raising prices here. Stocks seem to be fairly satisfactory, according to the recent statistics, yet despite this the price is advancing, slowly but steadily. Locally the handlers are well supplied with tin, but if the primary market continued to show such advances another upward movement will have to be made. This, however, is not likely to come immediately.

Iron.—Here there has been considerable fluctuating. The general tone, however, has been strong. Iron is still far from the 80s. which some are predicting as its goal, but it is much higher than it has been for months back. The demand is large.

Change Considered Likely.

Handlers in Canada have not made a further change in prices of iron products, but such a change, and it will be an advance, is very likely to be made within a few days.

Lead.—A slight decline on the primary market is regarded as only temporary. The demand still continues exceedingly large. The supply, on the other hand—that is the world's supply—is none too great. Locally all is quiet. No changes will be made here unless further advances in London make this absolutely necessary. That such changes will come is quite likely, though it does not seem that they may be expected immediately. Lead appears to be in for a few weeks quietness as far as prices go. There is no quietness with regard to orders.

Copper.—Here there has been a revival of interest. The metal has advanced abroad, though the middle of the week saw a temporary setback. What caused this is not easily stated—probably it was one of these unreasonable fluctuations of the market. The general advance seems attributable to the heavy demand. There does not appear to be much open manipulating.

TORONTO.

Toronto, Oct. 3.—Perhaps the most noteworthy fact with regard to the local metal market is the good supply on hand. All through the year shortages have been common. At several stages, stocks of certain metals have been cleaned out to the last pig. There have been times when it was absolutely impossible to secure pig lead in Toronto. But now there is a fair supply on hand of practically all metals.

It must not be assumed that this condition has been brought about by a lessening in the demand. On the contrary, the market is as busy as ever. Buyers are placing orders freely. The general condition, therefore, is most healthy from every standpoint.

Prices have not changed this week. Changes have been made on the primary markets but in no cases were the fluctuations in price sufficiently pronounced to affect prices here. It is generally expected that advances will be recorded before long, however. Iron has not touched the top yet by any means. Lead is not permanently fixed. Future developments will be very interesting.

Tin.—Locally tin has remained steady and there has been a good demand. There is some uncertainty felt here, however, as to the future of this metal. The high price of tin has been due to a reputed shortage in the face of an enormously increased consumption. Monthly statistics published at New York show that the consumption has not been as heavy as had been thought and there is a good reserve on hand.

It is not anticipated that the price will shrink to any appreciable extent, despite these facts. The bull element is too strong.

Locally the consumption has undoubtedly shown a steady increase and there is every indication that this will continue so that the condition of the market here is very strong.

Lead.—The price has remained firm and as consumption is as heavy as ever it is highly probable that the strength will be maintained.

Plates and Sheets.—The improved condition noted with respect to supplies generally is not reflected in galvanized sheets and Canada plates. There is a large demand at the present time and new supplies are not forthcoming in sufficient bulk. There is considerable firmness in these lines. The advances recently made have been firmly maintained.

WINNIPEG.

Winnipeg, Sept. 30. — Sheet metal workers have been working overtime to get out orders for stove pipe, furnace pipe, etc., but have been somewhat hampered in getting orders filled by scarcity of raw material.

For the rest there is nothing new to report in the metal situation here. Metals are admittedly scarce and dear. The supply is barely keeping pace with demands world over. Lead and copper in particular are very firm and practically certain to further advance in price in the immediate future.

No new structures of importance in reinforced concrete have been announced lately but the ironworks here seem as busy as ever in turning out structural steel and kindred material and new contracts both in the city and country are daily coming up for consideration. Given a fine October structural steel and concrete framing will be pushed with vigor throughout the Fall and Winter.

Weekly Market Report --- Hardware

PRICES ARE FIRM.

No changes have been made in hardware prices this week but there is a firm tone all around. It is stated that certain varieties of heavy hardware may be advanced as a result of the higher price of pig iron.

Business in wholesale circles is very brisk.

MONTREAL.

MONTREAL. Oct. 3.—The tone of the market is strong. Orders have kept piling in, and the wide district from which these come show that as yet the weather has not had any very harmful effect. But that the present satisfactory state of affairs will continue—that is in some sections—is not absolutely certain. The continued rains have undoubtedly done some damage to the crops. The farmers will be sufferers, and so, of course, will the hardwaremen.

Fortunately, however, the greater part of the crops are in, and it is only in a few sections that there is serious trouble.

Strange Absence of Price Changes.

There has been a singular absence of price changes. These have been coming rapidly of late, but the past week has seen a lull. Apparently, however, the end of the upward movement has not been reached. Indeed, it is generally expected that nuts and bolts will be advanced shortly. Bar iron, too, is likely to touch a higher level.

Heavy Hardware.—As indicated there are advances expected here. Bolts and nuts, it is rumored on good authority, will be advanced about 5 per cent.; this of course being due to the advances in pig iron. With regard to bar iron the advance to be struck is uncertain. A 10c. rise was quoted last week, but this was no sooner made than there was talk of a still further advance. Here, too, the reason is the high price of the pig.

Heavy Call for Weather Strip.

Seasonable Lines. — Here price changes have not been noted, and there does not seem to be any immediate likelihood of any change. Silverware is selling exceedingly well. Already the retailers are feeling the demand, and this is sure to grow from now on until the end of the year. The cold raw weather has brought about a heavy demand for weather strip, which is now moving briskly. Lanterns, too, are moving well—also coal shovels and such goods. Then there is a growing demand for horse blankets and halters. Cattle are being stabled now, and these lines are needed by the farmers.

Sporting Goods.—The shooting season is at hand, and all the goods needed by huntsmen are being ordered largely. The call for ammunition has been exceedingly heavy. For rifles and shot guns, too, there is a heavy demand, while hunters' boots, hunters' jackets and such lines are moving well. More and more hardware men are realizing that their part in equipping the sportsman does not end with supplying the guns, ammunition and knives. Every thing needed by the hunter—the gloves, cups, stoves, jackets and boots—may well be sold by him.

Rope.—No further changes have been made, but indications are that prices will not be lowered in the immediate future. Still there is a scarcity of binder twine, yet the great demand for this has been met, somehow, and any immediate change in price does not seem likely.

Harvest Tools.—The higher figures, struck here last week, have had no effect upon orders—that is the orders have not fallen off. If they have changed in volume at all it is on the right side.

Builders' Hardware.—Manufacturers are talking of making an advance. They are not, however, finding this an easy thing to do. The present figures will be held to as long as possible, but the recent upward movement made by copper makes an advance seem more likely.

TORONTO.

Toronto, October 3.—The hardware market is extremely brisk at the present time. All the jobbing houses are finding that the demand is active. In fact, business is so good that the jobbers are finding some little difficulty in handling it.

The past week has not seen any changes in price, which is in itself remarkable. There have been so many changes upward recently, that for a week to pass without anything of that kind, is enough to cause some comment. It must not be assumed, however, that the required trend in prices has been checked even temporarily. Rumors are heard of impending advances and it is believed that new quotations on a number of lines will be put into effect before long.

The advances are not hurting trade to any extent whatever. The fact of the matter is that the demand is too heavy and conditions are too fundamentally sound for price changes to have a disturbing effect.

Seasonable Goods.—There is a steady call for Winter supplies. "Snow goods" are not yet being sent out from the warehouses in any great volume but dealers are booking up for the season's requirements. The weather will have to become colder before the fullest demand will be felt for such lines as sleigh bells, horse blankets, mitts, snow shovels, weather strip, etc.

Lumbering supplies.—The time is not far off when the lumbermen will be starting off for the camps. Consequently, dealers are stocking up in the supplies which will be in demand. This is particularly the case in Northern Ontario and in points contiguous to the lumbering sections.

Builders Hardware.—This is one of the most active departments at the present time. Building permits all over Ontario have been breaking records this year and there has naturally been a very heavy call for hardware supplies. Lock sets, window fasteners, sash cords, sash lifters, etc., are in demand.

Barn door hangers and catches are an active line at the present time.

Advances Pending.

Heavy Hardware. — The advances which have been made recently in the price of pig iron have made a somewhat unsettling effect on the prices of several lines of heavy hardware. For instance, bolts and nuts may be advanced. It is rumored that this change may come although there is nothing definite yet. Bar iron may also be advanced again.

WINNIPEG.

Winnipeg, Sept. 30.—Continued wet weather during September was cause of no little uneasiness in the business world and some few were inclined to take a gloomy view of the situation. The weather is now cool, clear and seemingly settled. A fine October will put everything in good shape. After all no harm has been done except from vexatious delay in threshing which has rendered a season always short enough shorter than ever.

There is a steady movement of Fall and Winter hardware. Other lines such as Fall sporting goods and harvest tools are now quiet. Builders' hardware is not as brisk as heretofore but this may be taken as but a temporary lull and two weeks fine weather would give a fresh impetus to building of the short order small residence type, the demand for such being very pressing and available supply inadequate to find homes for all desiring them.

Prices are steady in all lines except harness leather which is now quoted at 42 cents per pound.

Stoves, Furnaces and Accessories

Demand a Fair Profit on Furnaces

Dealers Who Cut Prices to Meet Competition on Furnace Work Are Not Able to Give the Proper Service—A Fair Profit on a Few Jobs Is Better than a Doubtful Margin on a Large Number.

The complaint has been voiced that in some sections of Canada, conditions in the furnace industry are bad. The dealers cut prices with singular recklessness and as a natural sequence do indifferent and far from satisfactory work.

This condition of affairs is not new by any means. Cutting has been practiced in every locality more or less since furnaces were first invented. As long as furnaces continue in use, there will be plenty of benighted dealers to carry competition to the point of baring contract prices of all profit. It is not possible to eliminate price cutting in an individual sense but the trade as a whole will come in time to see the folly of it.

Price cutting is bad enough from the purely financial standpoint. Profit is the life blood of a business. If a dealer deliberately hands away his profit, in order to best his competitors in a mad bid for contracts, he soon reaches bankruptcy. But it is worse when regarded from another standpoint. Price cutting leads to more serious evils in the trade. When the price has been shaded so finely that the profit hovers dangerously around the vanishing point, the dealer regards the carrying out of the contract with considerable anxiety. If the work is done slowly, he may lose money. Unconsciously, but nevertheless surely, he reaches a stage where he is prepared to rush that job through. In many cases even, unscrupulous measures of "skimping" a job are resorted to. The inevitable result of cutting the price of a job is that the work does not get the attention it would have received if the contractor were certain of a reasonable profit.

What Constitutes a Cut?

Figuring on furnace work is a phase of the business which should be carefully attended to. In fixing a price, the fact that there are off seasons should not be lost sight of. The dealer has to pay his men whether they are busy or not and he can safely reckon that there will be a few occasions when he is paying out wages without getting any very direct return. The price on the work he secures must cover the expense involved in carrying the staff over slack seasons. Further than that, the overhead expense of doing business must be reckoned in.

The man who figures furnace contracts on the two main items only, viz., cost of material and labor, is bound to lose money.

It is particularly necessary for the figuring to be carefully attended to because in the average hardware business it is impossible to find out what each department is contributing to the total profit or loss of the business. The dealer knows what he is making or losing on his whole business but he has only an approximate idea of what each department is doing for him. Thus the furnace branch might be serving as a steady drain on the profits accruing from other departments. If each contract were figured carefully and due allowance made for slack seasons and overhead expense, however, he would know that the furnace department was paying its way and netting him a certain profit.

Never Cuts a Price.

"The furnace branch of my business is one of the best paying," was the statement made to the writer recently by a hardwareman. "This is because I never cut a price. I cannot say that I never figure out prices on definite percentages but I allow a margin which I know will cover all contingencies. I never depart from my first quotation.

"Time and again I have figured against other dealers and been as high as $15 and $20 above them. Sometimes I get the job on the strength of the quality talk I give the customer but very frequently the contract goes to the other fellow. Just the same, when I am up against the same competition again, I do not shade my price in order to get nearer the figure that I know he will quote. I would rather have a few jobs and make a good profit on all of them than to have a dozen and lose money on a few."

This policy is the sane and honest one. What is more, it does not hurt business to insist on a fair profit. There are some men who build houses on the penny-wise, pound-foolish plan and who will be guided in the letting of their contracts by a matter of a few dollars but the number is, comparatively speaking, small. Most home-builders will be guided by the guarantee of absolute satisfaction. If the dealer will guarantee to put in a furnace that will do the work required of it and to instal it carefully, a matter of a few dollars will not stand in the way of his getting the contract.

An Obstacle to Service.

The chief objection to the price cutting evil is the fact that it is an obstacle to service. The price set for an installation should always allow sufficient leeway for the contractor to make a good job of it.

"Make a good job of it, not a quick one," is the advice that a well-known hardwareman gives to his men. This dealer always visits the house first and plans the layout. His men proceed with the work and at its completion, the dealer pays another visit to make sure that it has been done right. If he finds anything not right up to the mark, he sends one of his men back to rectify it.

This is service—the kind that turns the customer into an advertiser of the furnace and the dealer. But it is impossible to give this kind of service when the price has been cut lower than it should be. The time cannot be spared.

Keep a List.

It is always found helpful to keep a reference list of the prices charged on each furnace contract secured. Some dealers figure out after each job is completed what the cost has been and what profit has been made. This information filed away with the price and particulars of each contract, proves of great assistance in fixing prices on work that is ahead. For instance when a dealer starts to figure on a job similar to one he had executed some time before, he turns up his file and finds out what he secured and how much profit was netted. If the job proved harder than was expected in the first place and the profit was reduced, his experience teaches him that he had better ask a little more this time.

Little work is involved in the maintenance of such a file while the results are incalculably valuable.

—⚙—

RECORD DAY'S BUSINESS.

Toronto, Ont.—Mr. Wingate, of the general manager's department of the Gurney Foundry Co., has returned from a five weeks' trip to the Pacific coast. He was accompanied from Winnipeg on by Mr. Helliwell, the Winnipeg manager of the company.

Mr. Wingate states that the optimistic reports which have been heard of conditions in the West are not a whit exaggerated. The West is enjoying won-

derful growth and prosperity. The demand for stoves in the country beyond the Great Lakes is going to show a most remarkable increase this year.

Mr. Wingate tells of an incident which occurred in one of the Western cities that he visited on the way west. Mr. Helliwell and Mr. Coombs, a Gurney traveller, were with him and the three called on the local dealer who handled their line. Mr. Helliwell and Mr. Coombs started out to do a little outside work for the dealer and, in the course of the afternoon, each secured a substantial hotel contract. In the meantime, Mr. Wingate had remained in the store and, as the dealer was pretty busy, he had occasion several times to attend to customers. During the afternoon, Mr. Wingate sold four ranges.

The dealer totalled up the business that had been secured for him and found it was the biggest day he had ever experienced.

Some Essentials of Stove Advertising

The Same Rules Which Govern Salesmanship Apply Here with Equal Force—The Ad. Writer Must "Talk Turkey," Stating His Proposition Plainly and Emphatically but Without Resorting to Exaggeration — Technical Explanations Should be Avoided.

Stove salesmanship and stove advertising are governed by the same rules. The points essential to successful salesmanship are equally essential to successful, business-drawing advertising.

A man can be judged by the advertising that he writes. If his copy is bombastic, bristling with exaggerated claims and sweeping assertions, the same qualities will be found in the man himself as a salesman. He will seek to make sales by running down other makes of stoves and lauding his own make to the skies. If, on the other hand, his copy is strongly written, presenting claims that can be backed up and which carry conviction with them, it is certain that the writer will prove to be a capable salesman in every sense of the word.

It has frequently been pointed out in these columns that the stove salesman must make his talk convincing without verging on exaggeration, that he must present the practical advantages of his stove without using technical terms and that he must preach quality first, last and always. All this applies with equal force to stove advertising.

Talk Turkey.

When a modern American starts to talk in real earnest he is said to be "talking turkey."

Now the sale of a stove is a deal of no mean magnitude. It is a matter of considerable moment to the purchaser. He is paying his good cash in substantial scads—to borrow another term from modern American vernacular—in order to secure an article which will give him service in proportion. He wants to know all about that article, in consequence. He wants the proposition stated fully and plainly. He wants facts.

The stove advertiser must "talk turkey" if he wants to command the attention of prospective stove purchasers. That is the first great essential to successful publicity. The proposition must be put plainly and forcibly. It is necessary to impress the customer that you carry the very thing he wants. A highly colored description may catch his attention but it won't convince him.

A stove advertisement, therefore, should not deal in generalities but should get right down to the facts. If there are certain features of the make of stove carried which commend themselves, they should be stated and made clear. The reader wants to know why that stove would be just the thing. Tell him.

Proper emphasis is one of the essentials of advertising but it should never be carried to the point of palpable exaggeration. The average person possesses a sense of proportion and, when they see it stated that a certain stove far excels all other stoves in every department of the game, gives better service, wears longer, costs less, etc., they put it down as "hot air." But if the claim is asserted that this stove excels in one or more particulars, people will lend an ear. The claim sounds reasonable and they will probably put credence in it.

Don't Be Too Technical.

It is highly important that the wording of an advertisement should be easily understandable. When a stove man starts to talk about his stock, he is very likely to get into technical terms. He unconsciously assumes that the person he is talking to understands the subject as well as he does and his explanations as a result are highly technical and confusing. It is the same when he sits down to write a stove ad. Before he knows it, he has got "beyond the ken" of the people he wants to reach. They may read his descriptions and explanations but they won't be very clear and consequently won't be fully convincing.

This tendency should be carefully guarded against in preparing stove advertising copy.

A Good Talk.

Some interesting extracts from an advertisement of a Western hardware dealer are herewith presented.

You can have range satisfaction at a modest price.

No range ever introduced in this neighborhood has scored the same measure of popularity as the ——— Since its first introduction we have sold over 2,000, and from first to last we believe there is not a single owner of a ——— that would not give it her heartiest recommendation.

The ——— does all the work that any range can do—it cooks well and bakes well, and with the least expenditure of fuel. It heats water as quickly as any range on the market. The ——— is well planned so as to give the minimum trouble in operating and cleaning. It is strongly built to stand hard wear, and lastly, it is a decorative feature to any kitchen.

In the actual construction there is an extra anchor plate to brace the top of the oven.

The oven bottom is seamed, which prevents any possibility of warping. The oven door has a spring adjustment.

The front anchor plate lifts up for toasting or broiling.

This is, on the whole, a convincing talk. It smacks rather more strongly of exaggeration than is strictly commendable but the introduction of a number of strong selling points has helped to gloss over this fault. The claim that it is the most popular range ever introduced in that district sounds sweeping but the statement of the number of sales serves to lend substance. The various points of the range are stated briefly and in manner easily understood.

A Timely Warning.

Advertising should be made seasonable. There is a certain amount of telepathy or mind reading in the preparation of an ad. The writer has to figure out just what the mental attitude of the people is at that juncture and

prepare his appeal so that it will "fit in" with that mental attitude. For instance, at the present time, people are beginning to think: "It is about time to start fires going for good. I had better look over that stove and see if it is in good shape." Or, "It's about time I was seeing about that new stove."

A maritime hardwareman appeals to this mental attitude in the following wise:

These chilly mornings and evenings suggest looking over your heating stoves and getting ready for the winter. If you need a new one, it will pay you to come and inspect our stock. We are showing, etc.

Weekly Market Reports---Stoves

PILING UP INCREASE.

The stove manufacturers are steadily building up increases in business of a most substantial nature and there can be no doubt now that the demand this year will be far in excess of last year.

The call for furnaces has become so heavy that a long fall season will be needed to avert a shortage.

MONTREAL.

Montreal, Oct. 3.—Business is commencing to boom. Whatever may be the case in other parts of the country, here the bad weather seems to have had a beneficial rather than a harmful effect upon the stove trade. These rainy and chilly days have made the needs of stoves and furnaces very evident. It has been brought home to people earlier than usual that a new stove or a new heater is needed, and so orders have been placed.

Of course there is the usual trouble in filling orders. Despite all warning a good number of merchants absolutely refuse to order early. The result has been that these tardy ones cannot now be sure of getting their stoves and furnaces when they want them.

The week has seen no price changes, but the continued advance of tin is making a further advance in tinware likely. Some negotiations, to this end, have been carried on.

Possible Advance.

Canada plates too, may advance. The reason for this, of course, is the high price being asked for iron.

Ranges and Heaters.—From the lower province the call for heaters is becoming more urgent. These cold nights have made the people feel the necessity of heating their houses and defects in old stoves have been found.

Ranges are being largely bought—from both city and country. It must be admitted, though, that the gas range has made some inroads into the city trade. Not every householder feels like installing both models, and the gas ranges appeal to many.

Furnaces and Radiators.—The amount of building work being done is remarkable. The call for furnaces, therefore, has been large, indeed there is some difficulty in filling orders.

Radiators are scarce. Already the manufacturers are far behind with their orders, and they fear that the end of the month will see them still more behind. Here again, the early orderer is finding the benefit of his forethought.

Seasonable Goods Going.

Seasonable Goods.—For coal shovels and ash sifters there is a large demand. Ash cans, too, are selling well. The need of these is now being felt. It always is at this season when fires are being lighted for the first time.

Stove pipe, too, is another line for which the demand has been exceedingly large. Stocks, which have been large, have been greatly reduced.

Gas and Coal Oil Stoves.—In the city the day of the gas stove is not over when fall sets in. Here much building is being done and gas stoves are being installed in a large number of houses.

Oil cookers, on the other hand, are out of favor, or rather, they are not much needed now. Oil heaters, however, are in great demand. They make cold rooms comfortable in the fall, and sell largely—more largely, it would seem, with each passing year.

TORONTO.

Toronto, Oct. 3.—The fall rush is on. The demand for stoves is now so big that the manufacturers are rushed to capacity. There is no complaint heard of delay on the part of dealers in making shipments. The shoe is on the other foot.

The fact that sales will establish a new record this year is absolutely assured. One manufacturer states that his sales during September increased 100 per cent. over the sales for September, 1911. That a similar increase will be hung up this month is hardly anticipated but there will be a very substantial advance. The firm in question is one of the largest in Canada—so the real significance of this increase in sales can be realized. It means that the demand for stoves in Canada this fall is going to be beyond all precedent. The bulk of the increase is found in the West, but there has been a surprising advance in the eastern provinces as well.

Shipments are Heavy.

Ranges.—The movement in ranges is now very pronounced. Reports indicate that the retail demand has started. The dealers are beginning to press for delivery. Practically all dealers have received their first shipment and now are waiting for a second delivery. The far-sighted ones who secured early shipments are now in a secure position and free from all bother.

The movement is particularly heavy toward the West. Manufacturers are making every effort to get supplies beyond the great lakes before the close of navigation.

Oak Heaters.—The demand continues as heavy as ever in oak heaters. Being an early season stove, the oak has been selling briskly from the store and many supplementary orders are now being sent in to the manufacturers, all tagged "rush."

Heaters.—There has been an active demand for heaters but in this department, perhaps, the real fall rush has hardly yet begun. It is expected that last year's sales on heaters will be exceeded. The rush of immigration to the West creates a heavy call for heating stoves.

Furnaces.—The furnace men are about as busy as they can be and they are ordering in big bulk. "There will be a shortage in furnaces before the fall is over," was the statement made by one manufacturer. Others do not go to this length but they state that the demand will be so big that difficulty will be experienced in meeting it. Already temporary shortages in some sizes have developed.

Under the circumstances, the manufacturers are hoping for a long fall so that a longer period of time will be allowed for the making of installations. If the weather man proves kind, it may be possible to get all orders filled without any serious shortage developing.

Heating Accessories. — There is a steady demand for stove pipe, elbows, and heating supplies of all kinds.

Methods of Retailing Paints and Varnishes

Feature Service in Paint Displays

Prize Winning Window in Dayton Contest Was Trimmed With Paint—Little Stock Was Shown in This Display—Some Common Mistakes in Window Trimming.

There has been a great development quite recently in the standard of paint window displays. It was not many years ago that paint displays were very rare indeed. Nowadays, hardwaremen seem to have awakened to the fact that it pays to feature the paint stock in the store window; and they are steadily improving the quality of the displays that they make.

This fact was demonstrated in a most effective way in the window trimming contest recently held at Dayton, Ohio. President Patterson of the National Cash Register Co., offered $500 in prizes for the best windows trimmed in Dayton during a certain week. The judges were Thos. Bird, editor of the Merchants Record and Show Window, and Geo. J. Cowan, vice-president of the Koester School of Window Dressing. There were 248 entries including displays of every variety of goods. Out of this large number, the paint displays stood prominently for the reason that three of them captured prizes.

An Original Display.

The accompanying illustration shows one of the three prize winners. It has an original idea and it is different from most paint windows in that a very small display of paint is made. The trimmer has specialized on results rather than on stock. This is a point which all window trimmers should carefully note. Here the window trimmer had painted a large panel in imitation of a brick wall, and against this he had placed a large, almost life-size, cut-out figure of a man, painted on heavy cardboard. The large show card fastened against the brick wall read: "Wanted: Painters, property owners, householders, to enlist in the army of ——— paint users." Following these heavy display play lines was text matter going into details of the merits of a certain line of paint. Notice the very interesting, simple arrangement of six different sized cans of paint and six brushes, which constitute all the merchandise shown in this window.

It is interesting to note that the report of the judges contains some information regarding the usual faults of show windows and suggests how they can be remedied.

After a careful inspection of nearly 250 windows, the judges found that the most common fault, constructively, lay in the lighting. While there were many excellent windows, comparatively few were lighted to the best advantage. Some of them were lighted extravagantly, inas much as three or four times as many lights were used as would be required if they were fitted with the right kind of receptacles, properly placed. Other windows failed by not having enough lights.

Another difficulty was in the window construction. Not enough attention is given to modern store fronts. In many cases the architect could be blamed, as the window construction is not intelligent and practical.

In the decoration of the windows, the principal faults noted by the judges consisted of things that were neglected or carelessly handled by the window dresser. In a great many instances it was evident that the trimmer had cared more to make a showing than to sell merchandise, as the goods displayed were not adapted to the present needs.

In many instances the windows failed through misguided economy. By saving, perhaps a few cents, the whole effect of the display was cheapened and weakened.

There was another criticism of a fault that was more or less general, and this lay in the careless treatment of the plain wood backs that are commonly used in the smaller stores in the outlying shopping districts. In many of these stores the backgrounds were of plain tongued-and-grooved boards painted white. While this sort of a background is not particularly artistic, it is a serviceable one, and will answer the purpose very well, if it is kept clean.

The trouble with the white backs mentioned, however, is that it seems to be the custom of the window trimmer to go into the window with a handful of nails and drive them wherever they will stick. These nails have no apparent use, but it is to be assumed that they have been used from time to time to support signs or parts of the display.

As a general criticism the displays were not simple enough. By crowding the window—by trying to display too many lines of merchandise, the big advertising point was lost.

Show cards play an important part in window dressing, and in this contest they did not have the attention that they deserve. Plain lettering on a simple card, carrying a strong selling point, makes the best show cards.



A SERVICE WINDOW.

This window display of paint advertises the service of paint very effectively. It will be seen that little stock is shown. This is an original feature and a commendable one. Too many window trimmers believe that to make a successful paint display nothing more is needed than to put a large assortment of paint tins in the window. Good results can be obtained that way undoubtedly but more attention will be secured by a "service" window like the one herewith shown.

Push the Sale of Interior Paints

Rainy Weather Has Prevented as Much Outstanding Painting This Fall as Had Been Expected, But Dealers Can Make Up for This by Featuring Interior Finishes and Varnish Stains—The Lesson Taught a Paint Traveler.

(Written for Hardware and Metal by a paint traveler.)

Early in the summer I had determined to try out an innovation for the good of all and sundry in the paint trade by preaching "Fall Painting." Plans were made, the question studied fore and aft, and when everything was completed everybody got busy with the highest expectations for a bumper fall paint trade. One thing we omitted in our calculations and that was to consult the fellow who runs the weather helm up on Bloor street. You can very readily imagine the tumultuous condition of our temper as day after day the lowering clouds and the dropping rain proceeded to promote conditions that were exactly opposite to those I wanted for the ideal going of my little pet promotion.

I have never yet been able to pick a mud-lark and get my money down on him, solid. I was betting true to form this time, putting my best bet down for a dry goer, relying on the usual dope and past performances of the fall weather to enable me to cash in. But it wasn't to be; at least that was what I thought at the time. I also transcribed in my little note book, a brief notation of the fact that my ability as a weather prophet was nix, N. G.

My pessimistic state of mind was largely due to the failure on my own part to take in the text I had been preaching from every angle. And it was only when it came back at me from a point of the compass I had little calculated on, that I really became a fully-fledged convert to my own original idea.

And this is how it happened:

I entered the store of one of our leading paint dealers and casually asked the owner the ancient and honorable question "How's business?" fully expecting to be assaulted with the quite usual and seasonable tirade about the weather, rain et al.

"Fine," said the little man, "especially my paint department. Haven't had anything like it for years in fall business."

"Well," I replied, "you appear to me to have an exceptionally optimistic turn of mind to-day. Almost everybody I meet is trying to load his troubles and failings onto the weather. Got some new elixir of life for your paint department which works in spite of the rain?"

"Now see here," retorted the paint man, "if I let the weather stop me, or stop to load my troubles on to the weather, and made rain, dry spells, heat, cold, thunder, lightning, mists or fogs an excuse for poor business that credit man of yours would be sending a kind invitation to Mr. Bailiff to take an excursion down here at my expense. If I am going to succeed it will be in spite of the weather or any other ethereal condition you can contrive. Sure, I know that there hasn't been, nor will there be, as much outside painting done as if the weather had been dry. Many people even put off their inside painting last spring for this reason. But I knew that it couldn't be possibly put off this fall so I said to the boys this weather bugaboo won't have anything on our paint department so long as there is an inside paint to be sold. Well, sir, you ought to have seen them go to it. There wasn't a lady, or a man either, who stepped into the store but wasn't in some way reminded of inside fall painting. One of the lads took the hint in the right way and re-arranged his shelves so that all of the inside house paints and enamels were shown to better advantage. He made a special display of those inside finishes of yours (and by the way I have an order in the office for more of it for you), and now look at those shelves up there and don't try to tell me that any kind of condition of weather can fool me or my paint department."

His shelves certainly looked as though there had been something doing in his inside paint business, but say! the lesson that man drilled into me; when he got through the only thing I had was a sickly smile up my sleeve over the cowardice I as a paint salesman had shown about the weather.

About the only physical thing I was able to do was to lock-step it down to the office after little MR. OPTIMISM for that order. Then I hiked for the street and began to let that little sermonette of MR. EVERYTHING—ORDERED—FOR—THE—BEST trickle into my heart and soul till I began to steep in it. Then came new energy.

"Go and do thou likewise, and preach it loud and long," said the little spirit that trundled me headlong to the next man on my list.

"Fine," said the next paint man after I had unburdened myself of my text, "why won't that idea do for my flat wall paints this fall." "Amen," I shouted and hastened out the door for I knew he got me and my message.

"Great," came from the next man after I had soaked him with the gospel. "How about specializing on those new inside finishes." "Go to it, and so be it," I shouted as I bee-lined it for my next call.

"I got you Steve," came from my next call. "Say, Sam," he shouted to the manager of his paint department, "trot out those household enamels and varnish stains and that inside white, dress the window and get after every woman that comes into this store about inside Fall Painting and see if we can't extract some kind of a smile out of the old physiog of yours. You've been moping around looking like old RAIN-IN-THE-FACE squatting on a wet powder horn long enough. Get Busy!"

And so it went as I called on one man after another. The curious thing to me was that more of them hadn't got to the idea before. And yet it is strange how we will all fall for the slight obstruction that a mere straw will present in conquering even the simpler problems. Simply by deviating a good idea slightly from one angle to another and getting a slightly different perspective of the problem before us, we are enabled to grasp and overcome it in a comparatively easy manner. Here was a problem seemingly unsurmountable; continual rain day after day which was beyond the power of any man to prevent and which obliterated almost all thought of outside painting, yet a paint dealer, who was using his brains to advantage by simply bringing his inside paints to the front was able to overcome any differences that would otherwise have occurred in his paint business.

So here's the moral, and the good word for the paint dealer pessimistisized with the weather, "Go and do thou likewise."

—⚙—

IMPORTATIONS INCREASED.

Washington, Sept. 28. —Importations in August into the United States increased from $125,945,360 in 1911. to $154,933,770 in 1912. For the eight months ending August 31st, the increase was marked, being $1,188,263,234 in 1912, as compared with $1,007,745,541 in 1911. The principal increase was in food stuffs in crude condition.

Fall Painting



Are You Ready for the

Maple Leaf Advertising Campaign?

Our annual campaign to paint consumers starts almost at once. We advocate fall painting because woodwork is dried out, there is less rain than in spring, and the paint itself seasons better in the cool fall weather than in summer heat. Is your M L stock right, and are you in line, Mr. Dealer? It is our policy to turn over to the retailers every penny of local business in M L Lines. We turn over hundreds of orders weekly. Best of all, we see that M L Lines are "right." Only by their giving full satisfaction can the dealer's business grow.

M L Paint made from best pigments, pure oil, proper grinding. Give every satisfaction to user and retailer. Ask for cards, prices and samples.

M L Floglaze finish for all purposes. Combines all the good qualities of paint, varnish and enamel in all colors for indoors or out. Finishes floors, wainscotings, buggies, automobiles, garden implements, furniture, etc. Ask for color cards.

DECORATIVE AID.
The Decorative Aid Department (Toronto) cares for your interests, Mr. Dealer. All Paint questions answered. Advice given free. Interior decoration color schemes supplied, with stencil designs to help local business. This department is at your service—ask us any questions.

Are you stocked in M L Paint, Floglaze, Flat Wall Color and Elastilite? Let us know.

Remember to keep your stock up in our M L Lines. Flat Wall Color Cards, Floglaze and M L Paint Color Cards on request.

IMPERIAL VARNISH & COLOR COMPANY, Limited

6-24 Morse St., Toronto 108 Princess St., Winnipeg 365 Water St., Vancouver



"The Season is on"

Good team work is the vital element necessary to win in the game of Rugby—as in the game of business.

Good Rugby weather is also good painting weather—the Autumn days should therefore turn our interest to Fall paint sales.

Fall being the ideal painting time—those dealers who make a strong play now—who line up with the manufacturer's selling helps—who believe and talk Fall painting, will succeed in stimulating greater paint sales this Fall.

Working for every "High Standard" dealer is a unique and carefully prepared campaign, setting forth the advantages of Fall painting and the merits of "High Standard" paint to the householder in all towns where the "Little Blue Flag" line is represented.

Have this magnetic force working for you—to assist you to a better Fall business and more profit. Have us outline the ways and means.

Lyon-Monkhouse
Limited
WINNIPEG, MAN.

Lowe Brothers LIMITED

TORONTO
DAYTON NEW YORK
CHICAGO
BOSTON KANSAS CITY

Weekly Market Report --- Paints

ADVANCES PENDING.

There have been no price changes this week. White lead is firm and further advances may come. It is also likely that higher quotations will be set on window glass before long.

Business is good in all lines and in all sections.

MONTREAL.

Montreal, Oct. 3.—Late though it is for a heavy paint business manufacturers report that the demand is keeping up remarkably, and retailers say that they are yet being called upon to fill orders of considerable size. It seems that the educational work which has been going on—to show people that the Fall is a fine season for painting—has done much good. A large part of the paint business now being done, of course, is for interior paints and varnishes. But for all lines the demand is good.

From a price standpoint the market has been quiet. One decline—in linseed oil—has been noted; but after the large changes of the past few weeks this movement seems rather unimportant. True it is in a downward direction, whereas most of the changes lately have been upward, but it is not regarded as proving definitely that lower prices are to obtain. Indeed there is but little known of the flax crop as yet. Even the Canadian crop is uncertain, and the world's supply, upon which the price hangs, is very uncertain, though it seems that the stock will be considerably better than last year.

A Time to Order.

Glass still holds the close attention of handlers and buyers. There is, however, no further word with regard to this. The Belgian situation remains the same, and there is no telling what will happen there. This, however, is regarded as a good time to order glass. Higher prices are very likely, and lower prices are, for the time, practically out of the question.

Linseed.—Yet there is much uncertainty as to the crop in the West. There is, however, a good deal of flax coming through at the present time, and this has led to a slight reduction in the prices. In place of .80 and .83, the price generally asked last week, the quotation today is .77 and .80. There is no certainty as to the future price of oil. A tendency to hold off is noted. Those in closest touch with the situation are buying for their immediate needs, but are not laying in any great supply. It would seem they have some expectation of a somewhat lower price.

Turpentine.—Stocks are considerable and there is nothing to make a change in price seem necessary. Still quotations locally are at .62.

Putty.—The demand is growing even larger. Grinders are working their plants hard, and are able to meet requirements, but stocks are being reduced. It seems that the consumption of putty this year is to be considerably in advance of that of 1911.

Glass.—The market hangs upon the turn of events in Belgium. Little word has come from there of late. Some say the reports of coming trouble are exaggerations. On the other hand there is advice which makes it seem that an uprising—though likely a bloodless one—is about to occur. Certainly things are in an unquiet state and it would seem that the glass industry will be affected in such a way as to make an advance necessary. Indeed it seems that the part of wisdom is to order at once. Requirements might well be covered.

White Lead.—The pig lead market is quieter than for the past month. Still prices are high, but there have been no further advances of late and it would appear that white lead will remain stationary for a time. The demand for this product continues large.

Paint.—As has been indicated the business in this line is keeping up remarkably well. The efforts made by manufacturers and dealers alike are bearing fruit. People are realizing that the coming of October does not put "finis" on the paint business.

TORONTO.

Toronto, Oct. 3.—Business has kept up remarkably well in paint, oils and accessories despite the fact that the weather so far has been very unfavorable. The continual rain has hampered outside painting and this, of course, has had its effect on the sale of paint. However, all predictions are for a warm and dry October so that there is the probability of a brisk demand during the coming month.

No complaints have been heard on the score of the business to date this Fall. It is quite apparent that the tendency to recognize the Fall as a good painting season is growing rapidly.

White Lead.—The prevailing impression seems to be that the price of white lead will go higher still than it is at the present moment. Still, it is not expected that any change will be made immediately. The present price of $8.40 is being firmly maintained and a great deal of business is being done at that figure. Dealers must not expect lower prices for white lead. Rather, they will be reasonably safe in assuming that still higher quotations will be reached and in guiding themselves accordingly.

Glass.—The situation with regard to glass has not changed in any respect. The Belgian trouble still threatens but there have been no developments since last writing. Importers have accepted it as inevitable, however, that there will be trouble in Belgium and that the glass exports from that country will be hampered. Just when this will happen, no one, of course, can say.

Linseed Oil.—The price quoted here is still 83 cents for raw and 86 cents for boiled. It is generally believed that these quotations will remain steady for some time. The flax crop seems to have been satisfactorily large but fears are entertained that heavy losses will be met with in the harvesting. Until more definite facts can be gleaned about the supply, it is not likely that there will be any radical change in price either one way or the other.

Turpentine.—The quotation still remains at 61 cents but it is believed that this will be raised before long. There has been a movement toward strength in the primary markets. The demand is large for this season of the year.

Putty.—There is a good demand now for putty. Prices are firm.

Prepared Paint.—Judging from the orders which continue to pour in, there is a great deal of Fall painting being done despite atmospheric handicaps. Certainly, the dealers are ordering in satisfactory bulk. Varnishes are also very much in demand.

WINNIPEG.

Winnipeg, Sept. 30.—A very brisk movement in glass is usual in October when "fixing things up" for the Winter is sure to occupy some portion of every Westerner's time. With the prospect of good business come disquieting rumors of probable advance in prices and of labor troubles in Belgium the great glass manufacturing country. Glass is known to be scarce and a tie-up of production just now would be calamitous.

Linseed oil and turpentine are for the present steady. Flax is, however, weak and declining and a drop in price is probable. White lead is very firm and decorators' pure is advanced 25 cents. Other lines are steady.

FOR SALE

FOR SALE—TINSMITHS' AND PLUMBERS' tools. Apply, stating requirements, to The W. W. Chown Co., Limited, Belleville. (42)

B-H "ENGLISH" PAINT

70% PURE WHITE LEAD – 30% PURE WHITE ZINC

100% PURE PAINT

Gives the Dealer a Good Margin of Profit

You might very reasonably expect that such a high grade paint—70% pure white lead, 30% pure white zinc—would be "away up" in price.

It would be if we were not corroders of white lead.

We have our own white lead plant; we are the only paint makers in Canada that corrode their own white lead. We turn over the pure white lead (Brandram's BB. Genuine) from our Lead Department to our Paint Department at factory cost.

We have also our linseed oil refining plant and our dry color plant. This makes us sure of obtaining well matured Linseed Oil, and strong, permanent colors at lowest cost.

You can maintain "top of the market" selling price on **B-H "English" Paint,** because you are selling the highest grade paint in the field. You are largely independent of competition, because no other dealer in your town can offer a paint up to the standard of 70 per cent. pure white lead—30 per cent. pure white zinc—100 per cent. pure paint.



B-H "English" Paint is a good seller—big sales and good profits. High quality means pleased customers — and pleased customers more money in the cash drawer.

B-H "English" Paint will be sold in your town. If the agency is still open you have the opportunity of securing it. **Address our nearest office.**

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS.

ANTIMONY.

Cookson's or Hallett's, per lb..$ 30 $ 35

BABBIT METAL

Canada Metal Company—Imperial, genuine, 30c.; Imperial tough, 30c.; White Brass, 45c.; Metallic, 45c.; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Alluminoid, 9c.; Mogul, 8c.; No. 3, 5½c.; No. 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 30c.; Superior, 25c.; A Special, 35c.; Hoo Hoo, 25c.; "A," 20c.; "B," 15c.; "C," 15c.; "D," 12c.; No. 1 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co.—Magnolia, 25c.; Defender, 20c.; Mystic, 17c.; Koomia, 15c.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 50	2 60
Tubes, per 100 ft., 1½ in..	9 95	10 00
" " 2 "	8 65	8 70
" " 2½ "	11 00	11 00
" " 3 "	12 60	12 70
" " 3½ "	15 75	15 80
" " 4 "	20 20	20 30

BRASS.

Spring sheets, up to 20 gauge.. 0 27
Rods, base ½ to 1 inch, round. 0 23
Tubing, seamless base, per lb.. 0 26
Tubing, iron pipe size, 1 inch base .. 0 26
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.
Casting ingot	$19 00
Cut lengths, round bars, ½ to 2 in.	27 00
Plain sheets, 14 oz., 14x48 inches, 14x60 inches	29 00
Copper sheet, tinned, 14x60, 14 oz.	30 00
Copper sheet, planished, 14x60, base	37 00
Brazier', insheets, 6x4	29 00

COPPER AND BRASS WIRE

Brass, 46 & 2½ p.c.; copper, 45 p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto
Canadian foundry, No. 1		19 50
Canadian foundry, No. 2		19 00
Middlesboro, No 3 pig iron	21 00	22 00
Summerlee, No. 2 pig iron	24 00	25 00
Carron, special	23 50	
Carron, soft	23 00	
Cleveland, No. 1	22 00	23 50
Clarence, No. 3	22 50	23 50
Jarrow		23 75
Glengarnock		22 50
Radnor, charcoal iron	33 75	34 50
Ayresome, No. 3		
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 00
Angles $	base	1 80
Common bar, per 100 lbs.	2 05	2 05
Forged iron, per 100 lb.	2 05	2 20
Refined iron, per 100 lb.	2 15	2 30
Horseshoe iron, per 100 lb.	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	2 10	2 25
Iron finish machinery steel (domestic)	2 25	2 25
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 15	
Sheet cast steel	0 15	0 15
Toe calk steel	3 00	3 15
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06¼	
Silver tool steel	0 12½	

Cold Rolled Shafting.

9-16 to 11-16 inch	0 06
¾ to 1 7-16 inch	0 06½
1 7-16 to 3 inch	0 65

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal.	Toronto
10 gauge	2 50	2 60
12 gauge	2 40	2 65
14 gauge	2 30	2 45
17 gauge	2 30	2 55
18 gauge	2 30	2 55
20 gauge	2 30	2 55
22 gauge	2 35	2 65
24 gauge	2 35	2 65
26 gauge	2 45	2 75
28 gauge	2 50	2 90

CANADA PLATES

Ordinary, 52 sheets	3 00	3 00
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
15x41x52	4 65	4 45	4 35
60	4 70	4 70	4 60
20x28x20	3 80	3 80	3 70
20x28x30	3 40	3 40	3 30

GALVANIZED SHEETS (CORRUGATED)

28 gauge, per square	3 10
24 gauge, per square	3 90
26 gauge, per square	3 35
28 gauge, per square	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 70	3 35	3 60	3 70
22-24	3 75	3 40	3 65	3 75
26	4 15	3 80	4 05	4 15
28	4 35	4 00	4 25	4 35

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 gauge, American	3 85	3 80
28 gauge, (28 English)	4 10	3 95
10¾ oz., equal to 28 English	4 25	4 25

IRON PIPE

	List	Black	Galv.
¼-inch and ⅜ inch	$ 5 50	65 p.c.	50 p.c.
½ inch	8 50	70 p.c.	59 p.c.
¾ inch	11 50	74 p.c.	64 p.c.
1 inch	16 50	74 p.c.	64 p.c.
1¼ inch	22 50	74 p.c.	64 p.c.
1½ inch	27 00	74 p.c.	64 p.c.
2 inch	36 00	75½p.c.	65½p.c.
2½ inch	57 50	75½p.c.	65½p.c.
3 inch	75 50	75½p.c.	65½p.c.
3½ inch	95 00	74 p.c.	64 p.c.
4 inch	108 00	74 p.c.	64 p.c.

IRON PIPE FITTINGS

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 65 p.c., 7 and 8 in. pipe, 50 p.c. Light pipe, 60, fittings, 70 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00.

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15x24, $2; 18x30, $2.35; 18x36, $3.50.

HEATING APPARATUS

Hot Water Boilers—47 and 15 p.c.
Hot Water Radiators—45 and 15 p.c.
Steam Radiators—46 and 15 per cent.
Wall Radiators—40 and 15 per cent.
Specials—25 p.c.

OLD MATERIAL

Dealers' buying prices:	Montreal	Toronto
Heavy ocpper and wire, lb.	0 11	0 11¼
Light copper bottoms	0 09	0 09¼
Heavy red brass	0 10	0 10¼
Heavy yellow brass	0 08	0 08¼
Light brass	0 06	0 06¼
Tea lead	0 03½	0 03¾
Heavy lead	0 03¾	0 03¾
Scrap zinc	0 05	0 04
No. 1 wrought iron	0 02	10 00
Machinery cast scrap, No. 1	15 00	14 50
Stove plate	12 00	13 00
Malleable	0 00	0 00
Miscellaneous steel	5 00	4 00
Old rubbers	0 00	0 03¼

LEAD.

	Montreal
Domestic (Trail), pig, 110 lbs.	6 75
Imported pig, per 100 lbs.	6 75
Bar pig, per 100 lbs.	7 00
Sheets, 2½ lb. sq. ft., by roll	8 00
Sheets, 3 to 6 lb., ft.	7 50

Cut sheets ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LEAD PIPE.

Lead pipe, 7½c net.
Lead waste pipe, 9c net.
Traps and bends, 30 per cent.

SOLDER.

	Per lb. Montreal.	Toronto
Bar, half-and-half, guarant'd	0 29	0 29
Wiping	0 27	0 27

SHEET ZINC.

5-cwt. casks	5 25	5 00
Part casks	5 00	5 50

SPELTER.

Foreign, per 100 lb.	7 00	7 25

TIN AND TINPLATES.

Lamb and Flag and Straits—
56 & 28-lb. ingots, 100 lbs. $56 00 $52 00

Redipped Charcoal Plates—Tinned M L S, Famous (equal Bradley)

	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 50
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 00

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 50
I. X., 14x20 base	5 50
I. X. X., 14x20 base	6 50

Bright Cokes

Bessemer Steel— I C, 14x20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne

Dean or J. G. Grade— I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade— XX, 14x56, 50 sheet bxs.)	
XX, 14x60, 50 sheet bxs.)	7 00
XX, 14x65, 50 sheet bxs.)	

Tinned Sheets.

72x30 up to 24 gauge, case lots	8 00	7 35
72x30 up to 26 gauge, case lots		7 85

WIRE.

Annealed Cut Hay Baling Wire.
No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

Clothes Line Wire.
No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

Coiled Spring Wire.
High Carbon, No. 9, $2.00 in cars.

Fine Steel Wire.
Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c.; oiling, 10c.; in 25-lb. bundles, 15c.; in 5 and 10-lb. bundles, 25c.; in 1-lb. hanks, 25c.; in ½-lb. hanks, 35c.; in ¼-lb. hanks, 50c.; packed in casks or cases, 15c.; bagging or papering, 10c.

Hay Wire in Coils.
$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

Galvanized Wire.
From stock, f.o.b. Montreal—100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30; 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55; 14, $3.15. In car lots straight or mixed.

Poultry Netting.
2-in. mesh, 19 w.g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

Smooth Steel Wire.
No. 0-9 gauge, $2.25 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra. Add 60c for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c, spring wire $1.25, bright soft drawn 15c, charcoal (extra quality) $1.25, packed in casks or cases 15c, bagging and paperings 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles 25c, in 1-lb. hanks, 50c, in ½-lb. hanks, 75c., in ¼-lb. hanks, $1.

Wire Cloth.
Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

Wire Fencing.

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33 1-3 p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

Wire Rope.
Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅝, $5, 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

Wrought Staples.

Galvanized	2 80
Plain	2 60

PAINTS, OILS AND GLASS.

Barn Paint.

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

Beeswax.

Per lb.	0 40

Chemicals.

In casks per lb.	
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 06
" flaked	0 06¼
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

Colors in Oil.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow, pure	0 15
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb. irons	0 05

Enamels.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.	Per lb.
French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" solder sheet	0 13
" gelatine	0 23
" white gelatine	0 20
" white glue	0 13
" 100 flake	0 10 0 11
Perfection amber ground, No. 1230	0 13

Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c, ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	0 12
C	0 11

Paris Green.

	Montreal	Toronto
Drums, 50 and 100 lbs.	0 18¼	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20¾
" ½-lb. "	0 22½	0 22¾
Tins, 1-lb., 100 in case	0 21¼	0 21¾

Paris White.

In bbls.	0 90

Pigments.

Orange Mineral, casks	0 08½
" 100-lb. kegs	0 08¾

Prepared Paints.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 90
"New Era" house paint (Windsor	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 80
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English"	2 00
Ramsay's paints, pure	1 70
Ramsay's paints, Thistle	1 40
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.)	
Jamieson's Crown and Anchor brand	1 60

Plaster of Paris.

Per barrel	0 30

Pine Tar.

Half-pint tins, per dozen	0 60

Putty.

	Standard
Bulk in casks	2 30
" 100-lb. drums	2 50
Bladders, in bbls.	2 80

Red Dry Lead.

Genuine, 560 lb. casks, per cwt	6 25	5 75
Genuine, 100 lb. kegs	6 50	8 50
No. 1 casks, per 100 lbs.	5 75	4 25
No. 1 kegs, per 100 lbs.	6 00	4 75

Shingle Stains.

In 5-gallon buckets	0 75

Turpentine and Oil.

	Montreal	Toronto
Can. Prime white petroleum, gal.	0 14	0 13
U.S. Water white "	0 15½	0 14½
U.S. Pratt's astral "	0 19	0 16½
Castor oil, per lb., in bbls.	0 00	0 00
Motor Gasoline single bbls.		0 23½
Benzine, per gal, single bbls		0 21½
Pure turpentine, single bbls	0 62	0 61
Wood turpentine		0 60
Turpentine, second run		0 60
Linseed Oil " Raw	0 77	0 83
" " boiled	0 80	0 80
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

Varnishes.

	Per gal. cans.
Carriage, No. 1	1 00
Pale durable body	3 00
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" Union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps, brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75







SUPERIOR QUALITY

IMPERIAL MEASURE

PLUS CONSCIENTIOUS CO-OPERATION

MAKE THE

MINERVA PAINT PROPOSITION

A MONEY MAKER FOR AGGRESSIVE DEALERS BY INCREASING THEIR BUSINESS

WRITE FOR PARTICULARS

PINCHIN, JOHNSON AND CO., (CANADA), LIMITED.

377-387 CARLAW AVENUE. TORONTO, CAN.

Steel Tanks and Self-Measuring Pumps for Paint Oils

They avoid all the loss and inconvenience sustained under the old method. The steel tanks are air-tight and will not permit the oil to gum or stick. The pumps measure the oil according to the Imperial Standard, directly into the customer's can. They count the gallons pumped and compute the charge for fractional gallons.

THE BOWSER PAINT OIL SYSTEM

will put every cent of profit into your pocket, where it belongs. With a Bowser your paint oil department will be as clean and inviting as your shelf hardware department. It draws trade.

Why not investigate now and increase your paint oil profits. Your fellow merchants are using them. They'll help you. Ask for book No. 15.

S. F. BOWSER & COMPANY, INC., TORONTO

66-68 FRASER AVENUE

For Twenty-seven Years Manufacturers of Self-measuring Pumps, Tanks, Gasoline and Oil Storage Systems, Dry Cleaning Systems, etc.

Do you know any of these Bowser users?

Turner-Hicks Hardware Co.
Calgary

Burchill Hardware Co.
Burchill, Sask.

J. B. Kernaghan,
Prince Albert, Sask.

W. F. Lawrence,
Maple Creek, Sask.

Saskatoon Hardware Co.
Saskatoon, Sask.

Campbell & Togo,
Transcona, Man.

C. C. Falconer Co.
Winnipeg, Man.

Crystal Demar	2 80
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish.	2 50
Canada Paint Co.'s sun varnish.	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Ltd. "Gold Medal," in cases	2 25
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 65
Flattine floor finish	3 60
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	6 00
Pure white shellac varnish, in barrels	1 75
Pure orange shellac varnish, in barrels	1 60
No. 1 orange shellac varnish, in barrels	1 30

Window Glass.

Size United Inches.	Double Star	Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 25	8 00
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 00

Toronto, 20 and 25 p.c.
Montreal prices, no discount.

Size United Inches	Star
Under 26	$ 3 25
26 to 40	3 45
41 to 50	3 85
51 to 60	4 10
61 to 70	4 35

White Lead Ground in Oil.

	Montreal Per 100 lbs.	Toronto
"Anchor," pure	8 25	8 40
Brandram's B.B. Genuine.	9 25	9 40
C.P.C. decorators, pure	8 25	8 25
Crown and Anchor, pure.	8 25	9 40
Elephant, Genuine	8 55	8 65
Essex, Genuine (Windsor).	....	8 00
Island City Decorators' pure	8 25	8 40
Lily Pure	8 25	8 40
Moore's Pure White Lead.	....	8 40
Monarch (Windsor)	....	8 50
Munro's Select Flake White	8 50	8 65
Purity C.O. Co.'s, Ltd.	....	7 95
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior	8 05	8 15
Sterling Pure	....	8 25
Tiger Pure	8 25	8 40

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

White Zinc (Dry)

Extra Red Seal, V.M.	0 07½

White Zinc in Oil.

Pure, in 25-lb. irons	0 10
No. 1 " "	0 07
No. 2 " "	0 06½

Whiting.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE.

Adzes.

Carpenters', per doz.	12 50	14 00
Plain ship "	18 00	22 00

Axes and Hatchets.

Single bit, per doz.	6 00	9 00
Double bit "	10 00	12 00
Beech Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 75	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 75	5 00
Barrell hatchets	5 00	6 25

Anvils.

Buckwerth, per lb.	0 10½

Ammunition.

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust, $10.00 per 100 lbs., net list; cash discount, 2 per cent. 30 days; net extra as follows, subject to cash discount only: Chilled, 40c; buck and seal, 90c; no. 2 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

Augers and Bits.

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	30
Beckford auger	30 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	
Tobin High Speed Bits, 50 and 10.	
Tobin Never Choke, 60 and 10.	

Barn Door Hangers.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 50	11 00
New Milo, flexible	....	6 00
Double strap hangers, dozen sets	....	6 00
Standard jointed hangers, dozen sets	....	6 00
Steel King hangers, doz. sets	....	6 00
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 25
Crescent	....	6 00
Sovereign	....	7 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.		
Steel, track, 1 x 3-16 in. (100 ft.).		3 25

Barn Door Latches.

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem, dozen	7 50

Bells.

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 45 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

Belting.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10.
Agricultural, not wider than 4 in., 75 per cent.
Lace leather, per side, 85c; cut laces, 65c.

Bird Cages.

Brass and Japanned, 40 p.c.

Bolts and Nuts. Per cent.

Carriage Bolts, common, new, $1 list.
Carriage Bolts, ⅝ and smaller 70
Carriage Bolts, 7-16 and up
Carriage Bolts, Norway Iron ($3 list)
Machine Bolts, ⅝ and less.. 60, 10 & 10
Machine Bolts, 7-16 and up..
Plough Bolts 35, 5 & 10
Blank Bolts
Bolt Ends
Sleigh Shoe Bolts, ⅝ and less 60 and 10
Sleigh Shoe Bolts, 7-16 and larger 35 and 65
Coach Screw, new list 7
Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts, 80.

Building Paper, etc.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 37
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2 "	0 35
Tarred Fibre Cyclone, 35 lb., per roll	0 35
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain and tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb	1 50
Pitch, Boston or Sydney, per 100 lbs.	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32' & 60', per 100 lb.	3 00
2 Ply Ready Roofing, per sq.	0 70
3 Ply Ready Roofing, per sq.	0 90
2 Ply complete, per roll	1 15
3 Ply complete, per roll	1 35
Liquid Roofing Cement, brls., per gal.	0 15
Liquid tins Cement	0 20
Crude Coal Tar, per barrel	3 00
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb.	0 06
Nails, per lb.	0 05
Mop cotton, per lb.	0 15

Butts.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 per cent.

Cement and Firebrick.

Canadian Portland, bags, per bbl.	1 85	1 70
White Bros. English	2 00	2 05
"Lafarge" cement, in wood.	....	3 40
Fire brick, Scotch, per 1,000	32 00	28 00
" English	17 00	21 00
" American, low...	23 00	25 00
" " high....	27 50	35 00
Fire clay (Scotch), net ton...	....	5 00

Chalk and Pencils.

Carpenters Colored, per gross	0 85	0 90
" lead pencils, p. gr	2 40	6 75

Chisels.

Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 20

Chain.

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack-chain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

Churns.

No. 0, 90; No. 1, 90; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $15; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

Clamps.

Malleable swivel head, 4 in.	2 80
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

Conductor Pipe.

2	inch, in	10	foot lengths	3 30
3	"	"	"	4 80
4	"	"	"	5 20
5	"	"	"	7 25
6	"	"	"	8 80

Cotter Pins.

Cotter pins, 60 p.c. Montreal.

Copper and Nickel Wire.

Copper boilers, kettles, 40 and 5 p.c.
Copper tea and coffee pots, 40 & 5 p.c.
Copper pitts, 30 and 5 p.c.
Foundry goods, hollow ware, 45 p.c.

Door Knobs.

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

Door Sets.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

Door Hangers (Parlor)

Single sets, each (Easy brand)	1 60
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

Door Springs.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

Draw Knives.

Carpenters 6 inch, doz.	5 25
Folding handles, 8 inch, doz.	1 80

Drills.

Bit stock drills, 2-32 in., doz. 0 67

Escutcheon Pins.

Steel, discount 50 per cent.
Brass, 55 per cent.

Eavetroughs.

8	inch in	100	foot lengths	2 90
10	"	"	"	3 15
12	"	"	"	3 60
15	"	"	"	5 25

Add extra 10c per 100 ft. O.G. Round Bead Trough.

Factory Milk Cans.

Milk cans and pails, 35 p.c.
Hand delivery and creamery cans, 60 p.c.
Railways cans, 45 p.c.
Cream cans, 40 p.c.
Creamery trimmings, 75 and 12½ p.c.

Faucets.

Common, cork-lined, 35 per cent

Farrier Knives.

Buckworth, 50 p.c.

Files and Rasps. Per cent.

Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62 2-3
Jowett's (English list)	37½
Spear & Jackson (English list)	35

Forges.

Blacksmiths portable, 125 lbs. 9 85

Galvanized Ware.

Dufferin pattern pails, 45 per cent.
Flaring pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

Grindstones.

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

Hammers.

Tack, iron, doz.	0 35	
Ladies claw, handled, doz.	0 60	
Adze eye nail hammer, 10 oz., doz.	1 25	
" hickory handle, 1 lb., doz.	6 25	
" straight claw, 1 lb., doz.	7 00	
Farriers hammers, 10 oz., doz.	5 50	
Tinners setting, ½ lb., doz.	4 50	
Machinists, ½ lb., doz.	3 20	
Sledge, Canadian, 5 lbs. and over.	0 06	
Sledge, Masons, 5 lbs. and over.	0 06	
Sledge, Napping, up to 2 lbs.	0 09	

Harvest Tools.

50 per cent.
Sidewalk and stable scrapers, net $2.35.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

Halters (Snap and Ring).

Jute Rope, ⅝-inch, per gross	8 00
" " ½-inch, per gross	10 50
" " ⅝-inch, per gross	13 50
Leather, 1-inch, per doz.	4 00
Leather, 1¼-inch, per doz.	5 00
Web	2 45

Sisal Halters (Snap and Ring).

⅝-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., $13.20; ⅝-in., $15.00.

Hinges.

Blind, discount 50 per cent.

Heavy T and strap, 4-in., 100 lb. net	7 25
Heavy T and strap, 5-in., 100 lb. net	7 00
Heavy T and strap, 6-in., 100 lb. net	6 75
Heavy T and strap, 8-in., 100 lb. net	6 50
Heavy T and strap, 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in., per 100 lb.	4 00
over 12 in., per 100 lb.	3 00
Crate hinges and hasp flaps, 65 and 5 p.c.	
Chest hinges and hasp flaps, 65 p.c.	

Hinges (Spring)

Spring, per gross—No. 5, $14.10; No. 10, $14.10; No. 20, $8.50; No. 50, $17.85; No. 51, $7.75; No. 120, $14.15.
Screen door sets—No. 2250, $14.25; No. 2260, $19.55; No. 2275, $21.55; No. 1192, $12.55.
Chicago hold back screen door, iron, gro., $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 15% p.c.
"Chief" floor hinge, 60 p.c.

Hooks.

Wrought iron hooks and staples—	
¼ x 5, per gross	2 25
5-16 x 5, per gross	3 40
Bright wire screw eyes, 60 p.c.	
Bright steel gate hooks and staples.	
Iron screw hooks, 60 and 20 p.c.	
Iron gate hooks and eyes, 60 & 20 p.c.	
Crescent hat and coat wire, 60 p.c.	
Stove pipe eyes, kitchen and square hooks, 60 p.c.	

Horse Nails.

M.R.M. cold forged process list, 10th January, 1912. Price per 25-lb. box.

Size	Length	
Nos. 3	1¾-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2⅛	2 75
9	2 11-16	2 60
10	2½	2 50
11	3 1-16	2 45
12	3¼	2 45

Horseshoes.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 6 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.35; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.80; No. 2 and larger, $1.35; "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

Horse Weights.

Taylor-Forbes, 6½c.

Ice Cream Freezers.

White Mountain, 5c per lb.

Knives.

Hay knives, net list.
Clauss, 50 and 25 per cent.

Kitchen Enameled Ware.

White ware, 75 per cent.
London and Princess, 60 per cent.
Canada, Diamond, Premier, 50 and 10 per cent.
Pearl, Imperial, and granite steel, 60 and 10 per cent.
Premier steel ware, 45 per cent.
Star decorated steel and white, 35 per cent.
Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 40 per cent.

Kitchen Sundries.

Asbestos mats, 50 p.c.		
Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 80	0 90
Potato mashers, wire, per doz.	0 60	0 70
" wood, per doz.	0 60	0 90
Vegetable slicers, per doz.	....	2 25
Universal meat chopper, No. 1	....	1 15
Enterprise chopper, each	....	1 30
Spiders and fry pans, 60 and 5 per cent.		
Star A1 chopper, 5 to 32	1 35	4 10
" " 100 to 150	1 35	2 00
Kitchen hooks, bright	....	0 60
Toasters, 50 per cent.		
Fire shovels, 50.		
Oil stoves and ovens, 60 and 10.		

Ladders.

3 to 6 feet, 12c per foot; 7 to 1 ft., 15c. Extension ladders, 15c per foot up.

Lanterns.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast, per doz. 6 75
Lift Tubular and Hinge Plain, per doz. 8 00
Japanning, 35c per dozen extra.
Prism globes, per dozen, $1.20.
Lamp wick, 60 per cent.

Lawn Hose.

Competition grade lawn hose, 70 and 5.

Lawn Mowers.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25; 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

Locks and Keys.

Canadian, 45 and 10 per cent.

"Ready" Roofing and "Black Diamond" Tarred Felt

These products are **fully guaranteed** to completely satisfy both dealer and user. They are backed by years of efficient service. Any skilled mechanic can easily lay them. The profits are well worth your while. **Write to-day for prices and particulars.**

Let us also quote you prices on WRAPPING PAPER.

"Cyclone" and "Joliette Building Papers

DIAMOND · ALEX·McARTHUR & CO· LIMITED MONTREAL. REGISTERED TRADE MARK

The Mark of High Quality

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

Increase Your Sales

by selling goods that create enthusiasm among users. These kind of goods can be easily obtained in



HEINISCH SHEARS

The dealer will find it a pleasure to handle them, as they bring good profits, and guarantee him against come-backs. High quality and perfect temper does it. We also manufacture Tailors' Shears, Trimmers, Tinners' Snips, etc. Ask your jobber for them.

R. HEINISCH'S SONS COMPANY **Newark, N.J., U.S.A.**

Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

¶ "He must know before he begins it that he must spend money—lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

HARDWARE AND METAL

Lumbermen's Supplies.

Cant hooks, dozen, from 12 00
Axes, dozen, from 6 50
Axe handles, dozen, from 1 15
Cross cut saws, per foot 0 25
Axe wedges, dozen 0 43
Ball and heel calks 4 00 0 25
Mallets.
Tinsmiths', 2½x5½ in., per doz.. 4 25
Carpenters', round hickory, 6 in., per doz. 1 25
Lignum Vitae, round, 5 inch, per doz. 1 95
Caulking, No. 8, oak, per doz.... 2 40
Mats.
Wire door mats, standard, 16x24, doz. 15 00
Metal Polish.
Tandem metal polish paste 9 00
Axoline brass cleaner, 100 in pkge 6 00
Miners Supplies.
Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lb., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.
Mops and Ironing Boards.
Mops, per doz. 1 20 1 50
Folding ironing boards 16 25 18 00
Nails. Wire
1—1½ inch 3 30
1¼ inch 3 00
1½—1¾ inch 2 75
2—2¼ inch 2 65
2½—2¾ inch 2 50
3—3¼ inch 2 45
3½—4 inch 2 40
4½ inch 2 35
5, 5½, 6 inch (base) 2 30
Cut nails—Montreal, $2.50; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85
Oakum.
Plumbers....per 100 lb. 4 50
Oilers.
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen..... 10 00
Davidson oilers, 40 per cent.
¼inc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.
Plated Goods.
Holloware, 40 per cent. discount.
Flatware, staples, 40 and 10; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.
Pieced Ware.
Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 35 per cent.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.
Planes.
Wood bench, Canadian, 40, American, 25 per cent.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.
Pliers and Nippers.
Button's genuine, 37½ to 40 per cent.
Plough Lines.
Russian snap .....per gross 30 00
Indian snap ..... " 25 00
Pumps.
Berg's wing pump, 75 per cent.

Razors. per doz.

Boker's 7 50 11 00
Boker's King Cutter 15 00
Henckel's 7 50 20 00
Gillette Safety, each 3 75
Star Safety Razor, 33 1-3 p.c.
Rope and Twine.
Sisal rope 0 09¾
Pure Manilla Rope 0 14½
"British" Manila 0 11
Cotton, 3-16 inch and larger..... 0 24
Russia Deep Sea line, ¼ in. diam. and over, 17; under ¼ in., 18.
Jute, ⅝ and upwards, 10c; under ⅝, 10½c.
Lath yarn, single 0 09
Lath yarn, double 0 08½
Sisel bed cord, 48 feet, per doz.. 0 65
Sisel bed cord, 60 feet, per doz. 0 80
Sisel bed cord, 72 feet, per doz. 0 95
Cotton clothes line, 18 per cent. off.
Bag, Russian twine, per lb. 0 27
Wrapping, cotton, 3-ply twine... 0 26
" " 4-ply twine... 0 30
Mattress twine, per lb. 0 45
Staging " " 0 35
Refrigerators.
Sanderson-Harold, 40 per cent.
Galvanized, 45 per cent.
Rivets and Burrs.
Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 7½ per cent.
Copper Burrs only, 22½ per cent.
Extras on Coppered Rivets, ½-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.
Tinned Rivets, net extra, 3c per lb.
Coppered Rivets, net extra, 2½c per lb.
Rivet Sets.
Canadian, 35 to 37½ per cent.
Rules.
Boxwood, No. 68, 2 foot, doz..... 1 15
Ivory, No. 1282, 2 foot, each 3 50
Sad Irons.
Mrs. Potts, No. 55, polished, per set 0 80
Mrs. Potts, No. 50, nickel-plated, per set 0 85
Mrs. Potts, handles, japanned, per gross 8 40
Common, plain 4 25
" plated 5 60
Asbestos, per set 1 50
Sand and Emery Paper.
Sand and emery paper, 40 per cent.
Sash Weights.
Sectional, 1 lb. each, per 100 lb... 2 25
Sectional, ½ lb., each, per 100 lbs 2 40
Solid, 3 to 30 lbs. 1 55
Sash Cord.
No. 8, per lb. 0 33
Saws.
Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.
Saw Sets.
Canadian discount, 40 per cent.

Screen Doors and Windows Doz.

Common doors, 2 or 3 panel, walnut stained, 4-in. style 7 80
Common doors, 2 or 3 panel, grained only, 4-in. style 8 10
Beaver window screens, 14x18, open 28½ inches 1 60
Perfection window screens, 14x15, open 22½ inches 1 80
Model window screens, 14x22, open 36½ inches 2 25
Scales.
Gurney Standard, 35; Champion, 50 per cent.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45, Weigh Beams, 30.
Scythe Snaths.
Canadian, 40 per cent.

Screws. Per cent.

Wood F.H., bright and steel...85 10 12½
" R.H., bright 80 10 12½
" F.H., brass 75 10 12½
" R.H., brass 70 10 12½
" F.H., bronze 70 10 12½
" R.H., bronze 65 10 12½
Drive screws 85 10 12½
Set, case hardened 60
Square cap ..... 50 and 05
Hexagon cap 45
Bench, wood, per doz. $5 00
" iron, per doz. 4 25
Screws (Machine).
Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 p.c.
Screw Drivers.
Sargent's, per dozen 0 65 1 00
North Bros., No. 30, per doz. 16 80
Scissors and Shears.
Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.
Shelf Brackets.
No. 140, 65 and 10 per cent.
Skates and Hockey Sticks.
Starr skates, 37½ per cent.
Boker, hockey, 30c upwards; spring
Empire hockey sticks, $3.00, $3.60.
Micmac and Rex sticks, $4.00, $6.00.
Pucks, net, $1.50.
Shovels and Spades.
Canadian No. 1 grade, 60 and 2½ p.c. off; No. 2 grade, 55 and 2½ p.c. off; No. 4 grade, 45 and 5 p.c. off.
Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ per cent.
Scoops.
Grade 1, 2, 3, 50 and 5 per cent. off.
Grade 4, 50 per cent. off.
Squares.
Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85
Snaps.
Harness, 25 per cent.
Soldering Irons.
Base, per lb., 28 cents.
Stamped Ware.
Plain, 75 and 12½ per cent.
Retinned, 75 and 5 per cent.
Tinners' trimmings, 75 and 5 p.c.
Sap Spouts.
Bronzed iron with hooks, per 1,000 7 50
Eureka tinned steel, hooks, per 1,000 ..... 8 00
Staples.
Poultry netting, 100 lbs. 5 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 0 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.
Stable Fittings.
Dennis Wire & Iron Co., 33 1-3 p.c.
Stove Boards.
Lithographed, 60 and 10.
Stovepipes.
5 and 6 inch, per 100 lengths..... 7 62
7 inch, per 100 lengths 8 18
Nestable, 40 per cent.
Stovepipe Elbows.
5 and 6-inch, common, per doz... 1 22
7-inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, 70 per cent.
Stocks and Dies.
No. 20 Beaver Die Stock 18 75
Stones—Oil and Scythe.
Washita .....per lb. 0 25 0 37
Hindostan ..... " 0 06 0 10
" slip ..... " 0 18 0 20
" Axe ..... " 0 10
Deer Creek ..... " 0 10
Deerlick ..... " 0 25
" Axe ..... " 0 15
Lily white ..... " 0 42
Arkansas ..... " 1 50
Water-of-Ayr ..... " 0 10
Scythe .....per gross 3 50 5 00
Tacks, Brads, Etc.
Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.
Tape Lines.
Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., ea. 0 94
" steel, No. 264, 66 ft., each 3 50
Chesterman's linen, No. 1828, 66 ft. each 1 10
Chesterman's Metallic, No. 1821.. 1 95
" Steel, No. 1849, 50 ft.. ....
Trowels.
Disston's, 10 per cent.
Thermometers.
Tin case and dairy, 75 to 75 and 10 p.c.
Tinners' Snips.
Discount 35 per cent.
Tinners' Trimmings.
Discount, 45 per cent.
Plain and retinned, 75 and 12½.
Traps (Steel Game).
Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

Traps (Rat and Mouse) Doz.

Out O' Sight Mouse Traps 0 60
" " Rat Traps 1 20
Easy Set Mouse 0 45
" " Rat 0 90
Blizzard Mouse Traps 0 45
" Rat Traps 0 90
Hold-Fast (formerly Devil) Mouse Traps 0 25
Hold-Fast (formerly Devil) Rat Traps 0 80
5-Hole Tin Chokers 0 80
Vises.
Per pound 0 12 0 12¾
Hinged pipe vise, 25 lbs.... .... 3 55
Saw vise 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.
Washing Machines.
New Ontario 41 25
Round, re-acting, per doz. 81 25
Square, re-acting, per doz. 77 50
Dowswell 52 50
New Century, Style A 101 25
Ideal Power 180 00
Daisy 73 25
Stephenson 74 00
Puritan Motor 165 00
Connor, improved 52 50
Ottawa 55 00
Connor Ball Bearing 112 50
Connor Gearless Motor Washer... 180 00
20 per cent.
Wringers.
Royal Canadian, 11 in., doz. 47 75
Eze, 10 in., per doz. 46 75
Bicycle, 11 inch 60 50
Trojan, 12 inch 100 00
Challenge, 3 year, 11 inch 53 25
Ottawa, 3 year, 11 inch 58 25
Favorite, 5 year, 11 inch 61 75
20 per cent.
Wheelbarrows.
Navvy, steel wheel, dozen 21 20
Garden, steel wheel, dozen 32 40
Whiffletrees.
Tubular steel whiffletrees, 28 in... 0 70
" " " 34 in... 1 00
" " " 36 in... 1 25
" " neckyokes, 36 in.... 1 05
" " doubletrees, 40 in.. 0 95
" " lumbermens, 44 in.. 1 15
Wood Handles.
Second growth ash fork, hoe, rake and shovel handles, 40 per cent.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Carriage neckyokes and whiffletrees, ash 35, hickory, 40 per cent.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 per cent.
All other ash goods, 40 per cent.
All hickory, maple and oak goods, 35 per cent.
Wrenches.
Agricultural, 67½ per cent.
Wrought Iron Washers.
Canadian, 50 per cent.

WINNIPEG HARDWARE QUOTATIONS.

Ax Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

Augur Bits—"Irwin" bits, 47½; other lines, 70 and 10 per cent.

Barb Wire—Lyman 4 pt., $1.86 f.o.b. Fort William; $2.26 per spool of 80 rods f.o.b. Winnipeg; Guidden 2 pt., $1.74 f.o.b. Fort William; $2.12 per spool of 80 rods f.o.b. Winnipeg; Baker 2 pt., $1.73 f.o.b. Winnipeg; Waukegan 2 pt., $1.74 f.o.b. Fort William; $2.12 per spool f.o.b. Winnipeg; Alberta 2 pt., $1.73 f.o.b. Fort William, $2.05 per spool f.o.b. Winnipeg; American special, 2 pt., $1.45 f.o.b. Fort William; $1.73 per spool f.o.b. Winnipeg; plain twist, $2.80 f.o.b. Fort William, $3.20 per 100 lb., f.o.b. Winnipeg; coil spring wire, No. 9, $2.07 per 100 lbs., Fort William; $2.50 at Winnipeg.

Bolts—Carriage, ⅝ and smaller, 65; 7-16 and larger, 55; machine, ⅝ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3 small lots, 2½; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.45; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—$3.25 per keg base. Wire nails, base, $2.80 Winnipeg; $2.35 Fort William.

Copper—Sheet and planished copper. 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.
Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates—Half-polish, 6 and 7-inch, $3.50; 8-inch, $3.75; full polish, 6 and 7-inch, $4.35; 8-inch, $4.60.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.65; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾ oz., $4.80; Queen's Head, 20, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware—37½ per cent.
Grindstones—Per 100 lb., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

Harvest Tools—60, 5 and 5 per cent.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, $3.75; grass, $1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe—Black, per 100 feet: ¼ inch, $2.35; ⅜ inch, $2.40; ½, $3.25; ¾, $3.80; 1 inch, $5.55; 1¼, $7.55; 1½, $9.00; 2, $11.40; 2½, $18.25; 3, $24.00; 3½, $31.50; 4, $36.00; 5, $45.45; 6, $58.90.

Galvanized pipe—¼ inch, $4.30; ⅜, $5.15; 1 inch, $7.70; 1¼, $10.00; 1½, $12.00; 2 inch, $15.50; 2½, $25.80.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting—67½ per cent.

Pig Lead—$7.25. Lead Pipe—Full coil, $8.25 per cwt.; cut coil, $9.25 per cwt.

Lead Waste—$7.00.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 34c; 12, 36c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 9¼c; Pure Manila, 13¾c; British Manila, 10¼c; lath yarn, 9c.

Staples—Bright wire, $2.50 f.o.b. Fort William; $2.90, Winnipeg.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ per cent.; No. 3, No. 4, 50 and 2½ per cent.; No. 1 scoops, 50 and 5 per cent.; all other grades, 45 and 5 per cent.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $32 per cwt.

Screws—Bright iron round head, 80 and 10 p.c.; flat head, 85 and 10 per cent.; round head, brass, 70 and 10 per cent.; flat head, brass, 75 and 10 per cent.; coach, 65 per cent.

Staples—Bright wire per cwt. $2.50 at Fort William; $2.90, Winnipeg.

Linseed Oil—Raw, per gal., 98c; boiled, per gal., 95c.

Turpentine—Per gal., barrel lots, 70c.

Dry Colors—White lead in ton lots, decorators' pure, $8.75; decorators' special, $7.75; in small lots advance price 25 cents per cwt.; red lead, kegs, $6.50; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxides, in casks, 3½c; less quantities, 4c per lb.

Putty—Casks, $2.90 per cwt.; bladders, in barrels, $3.15; bladders, 100-lb. cases, $3.40.

Paris Green—22 cents per 112-lb.
Paris Green—21¼ cents per 112-lb.

FOR INSIDE PAINTING

THERE IS NOTHING LIKE

JAMIESON'S Velvex

THE PERFECT FLAT ENAMEL

It produces that soft, restful finish so much in demand to-day, and yet it will stand repeated washing without losing its tone.

YOUR CUSTOMERS WOULD LIKE IT.

WHY NOT STOCK IT FOR THE WINTER TRADE ?

LET US SEND YOU COLOR CARDS.

R. C. Jamieson & Co., Limited

ESTABLISHED 1858

Owning and Operating

P. D. Dods & Co., Limited

Montreal and Vancouver

MURESCO

30,000,000 POUNDS SOLD IN 1911

WHY?

BECAUSE

It covers more surface and covers it better with one coat than any other similar material on the market.

Of the nature of its ingredients it is highly sanitary.

It does not rub off, crack, peel, blister or show laps when properly applied.

It is so easily applied.

Every lot manufactured is carefully tested before shipping.

Send for Color Cards and Literature.

Benjamin Moore & Co., Limited

TORONTO NEW YORK CLEVELAND CHICAGO

"SILKSTONE"

(COPYRIGHT)

FLAT WALL COLOURS



Will Better The Results In Your Paint Department



The Western women have become enthusiastic over "**Silkstone,**" because it adds tone to home and can be washed with soap and water without injuring its soft, mat-like surface.

Dries as hard as stone and as smooth as silk.



Western dealers are making big money by selling "**Silkstone.**" It always gives complete satisfaction and is the means of procuring many re-orders.

Be an Agent for Stephens—It's very profitable. Investigate.

G. F. STEPHENS & CO.

LIMITED

WINNIPEG, - - - - CANADA

Branch at Calgary, Alta.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL.

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance :—
2c. per word first insertion.
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required

AGENCIES WANTED

EXCLUSIVE AGENCIES WANTED FOR hardware specialties. Territory of Western Canada, Great Lakes to Pacific Coast. Thoroughly and regularly covered by travellers. Correspondence from manufacturers solicited. H. S. & H. E. Mussett, 41 Scott Block, Winnipeg. (41)

BUSINESS CHANCES

HARDWARE—WELL ESTABLISHED, UP-to-date. Thriving city in Ontario. Best reason for selling. Box 703, Hardware & Metal, Toronto. (48)

HARDWARE AND TINSMITHING BUSINESS in Eastern Ontario city. Stock estimated $12,000 to $15,000. Apply Box 702. Hardware & Metal, Toronto. (37tf)

FOR SALE — UP-TO-DATE HARDWARE and tinsmithing business in town on Lake Huron. Stock and fixtures $5,000. Box 704, Hardware & Metal, Toronto. (40)

HARDWARE FOR SALE IN SASK. TOWN—stock and fixtures $4,000; turnover $17,000 net; profit $2,700; best country, Canadian and American settlers. Cash or good city real estate or farm lands for all. Property on lease. Box 699, Hardware and Metal, Toronto. (40)

FOR SALE — A THRIVING HARDWARE and tinsmith business established thirty years in a good town in Bruce County. Stock about $5,000.00. Yearly turnover $12,000 to $15,000.00; can be easily increased. Only one opposition. Store can be bought or leased. Reason for selling, ill-health. Apply Box 707, Hardware & Metal, Toronto. (40)

THRIVING HARDWARE BUSINESS FOR sale, consisting of shelf and heavy hardware, stoves, etc. Located in central part of Ontario; three railroads; turnover $50,000; stock $10,000, which is being reduced. Excellent chance to buy at rate on dollar. Retiring from business. Box 618, Hardware and Metal, Toronto. (52tf)

FOR SALE — HARDWARE AND FURNIture business, with tinsmith shop and garage, in good Saskatchewan town on main line C.P.R.; excellent chance for good, live, energetic man; three story brick building; tinsmith shop and garage in connection, which could be bought or rented, as desired. Stock about ten to twelve thousand; business being sold to wind up estate, owner having died recently. Further particulars apply Woolnough Peel, Barrister, Grenfell, Sask. (40)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 15 cents postpaid, or two sets for 25c while they last. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white cards marked 25c., 50c., 75c., $1, $1.25, $1.50, $1.75, $2, $2.50, $3, $3.50, $5. Dozen in set, per set, 15 cents postpaid, or two sets for 25 cents while they last. Technical Book Dept., MacLean Publishing Co., 143 University Ave., Toronto.

FOR SALE

FOR SALE—140 GAL. BOWSER OIL PUMP outfit (new 1907), only handling one grade of oil now, reason for selling. Only $50.00. Clements & Co., Milton. (41)

SITUATIONS WANTED

TRAVELLER HAVING PROVED HIS ABILity by greatly increasing his firm's business in the territory covered and being an aggressive salesman wishes to secure a position with manufacturing concern. Box 668. Hardware and Metal, Toronto. 18—21t

SITUATIONS VACANT

WANTED — AN EXPERIENCED HARDware clerk for wholesale and retail trade. Must speak good French. Apply Gray-Harvey Company, Ltd., Rideau St., Ottawa, Ont. ((50)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED—HARDWARE TRAVELLER BY Nov. 1st, or sooner if possible, to cover excellent territory. Prefer experienced road man or first class retail man will do. Apply immediately, with references. Peart Bros. Hardware Co., Ltd., Regina, Sask. (41)

WANTED.--WAREHOUSE MANAGER FOR Wholesale Hardware. Must be practical hardware man with sufficient executive ability to take complete charge of staff outside of office. State reference as to ability and character. Signed, PEART BROS. HARDWARE CO., LTD., REGINA, SASK. (41)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (f)

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any oher house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt, and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

Interested?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use
A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches All These Men

RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,
1c. per word subsequent insertion,
5c. extra per insertion for box number if desired.

Hardware and Metal
MONTREAL TORONTO WINNIPEG

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

A want ad. in this paper will bring replies from all parts of Canada.

A Bargain

must have two essentials in order to deserve the name—it must be useful and cheap.

Hardware and Metal

offers a real bargain in its Want Ad. Department. Here, at the lowest possible cost, you can place before the very persons most interested, **hardware men and men in the allied trades,** any respectable business proposition.

Here is Proof of the Value

SIXTY SWISS ARMY RIFLES, at $2.50 each. Box 920, HARDWARE AND METAL, Toronto. (48)

F. Y W. Braithwaite, Blind River, Ontario, who inserted this ad., says "It brought us replies from nearly every province of the Dominion."

The Cost was 39c

If you have any proposition, in which you consider hardware dealers, clerks or travellers would be interested, try a want ad. in

Hardware & Metal
Toronto Montreal Winnipeg

RATES (payable in advance)
2c. per word one insertion
1c. per word subsequent insertion
5c. extra per insertion for box number if required

"RUSSWIN" BUILDERS' HARDWARE

We are jobbing agents for the famous "RUSSWIN" line of builders' hardware. Our stock contains the latest and most artistic designs on the market to-day. By selling "RUSSWIN" LOCK SETS you will be in the best position to get the CONTRACTORS' business in your town.

COAL CHUTES

Agents for Manitoba and Saskatchewan for the DOWN DRAFT COAL CHUTE. A large stock always on hand.



WINNIPEG EDMONTON

NEW ERA PAINT
IS GUARANTEED

THE increasing demand for New Era Paint and its past record of service enable us to place a guarantee that it will outlast, cover more surface, hold its color better, stand more weather changes, and give a more brilliant finish than any high-priced paint you can buy. It is made to meet the requirements of the most critical painter. Write at once for prices.

STANDARD PAINT & VARNISH CO., LIMITED
WINDSOR - - ONTARIO

IT WILL PAY YOU to watch our Condensed Ad. columns. There are many money-making positions there. You may find just what you want.



Here's a Good Seller

A dealer who can offer an A1 Varnish, which can be used for outside as well as inside work, is always in line for profitable sales. When he handles

RAMSAY'S UNIVERSAL VARNISH

he knows he has one which carries "consumer satisfaction" in every drop. This is the kind we offer and which carries a good margin of profit for the dealer who sells it.

We Want You to Sell It and Invite You to Become a Ramsay Agent.

A. Ramsay & Son Co.

Paint Makers Since '42

Montreal

118

STERLING PREPARED PAINTS

You Can Easily

Procure a Large Paint Trade

By Selling



Sterling Prepared Paints

They contain all the qualities essential to rapid business builders. This is what we claim, and the verdict of every progressive dealer who sells them.

Why don't you sell these paints?

You can get the same results, if not better, than other dealers, and **we back you with our guarantee and long retained reputation** for quality.

We ship quickly. Write to-day.

Canadian Oil Companies, Limited, - Toronto

HALIFAX ST. JOHN MONTREAL QUEBEC WINNIPEG
CALGARY EDMONTON HAMILTON LONDON OTTAWA



Sun Varnish

A bright, hard, durable Copal Varnish that is adapted for all general purposes. A splendid Varnish for the Paint Dealer to push as a leader.

It gives excellent service on outdoor work, such as store fronts, doors, wagons, boats, etc., and is equally satisfactory used for such inside work as furniture, woodwork, bathrooms, etc.

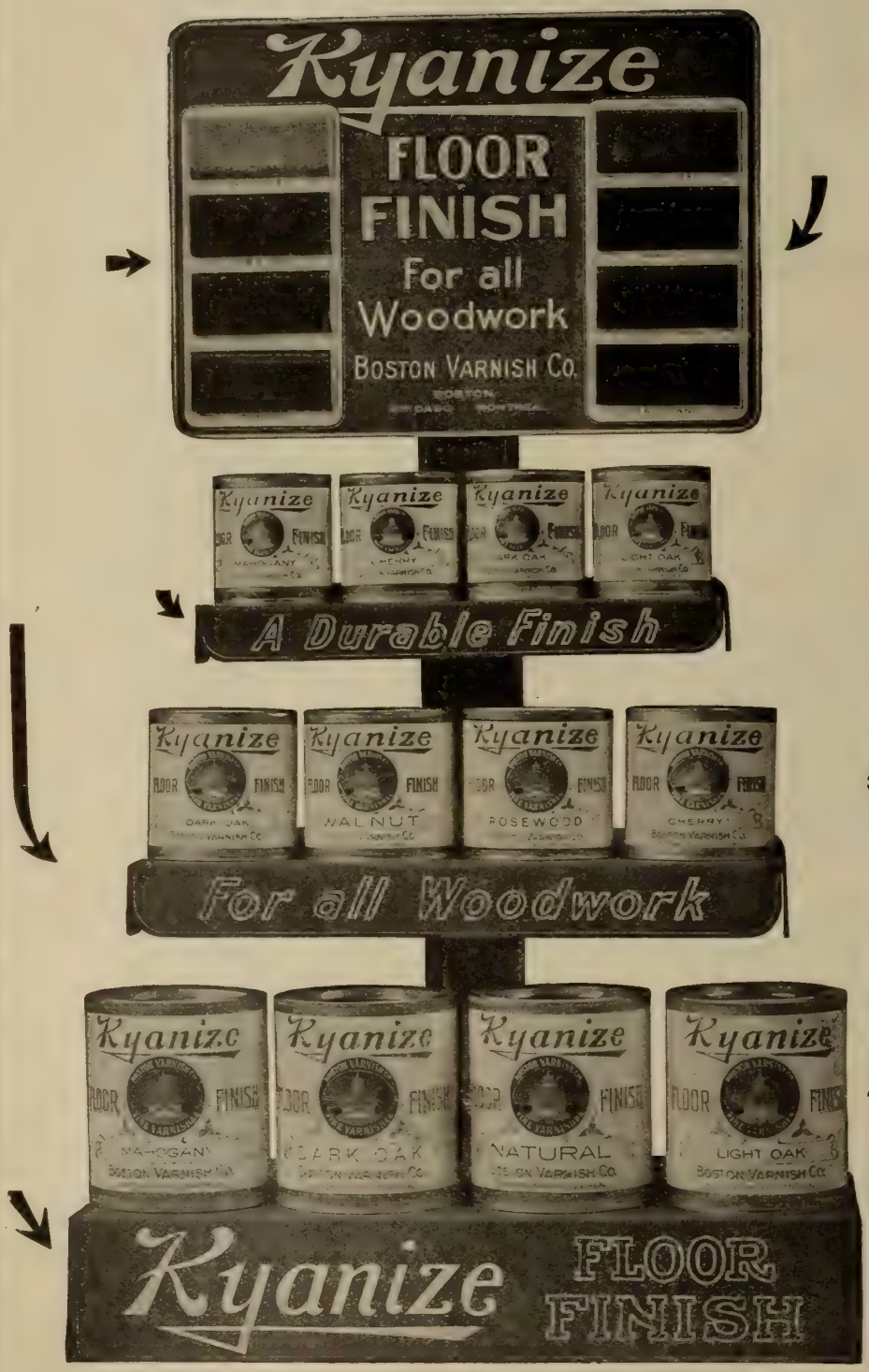
It dries hard in twenty-four hours, and is specially recommended for its hard wearing qualities.

"Sun" Varnish is put up in cans of convenient sizes, viz: ½-pint, pint, ¼-gal., ½-gal., and 1 gal., and is never sold in bulk.

THE CANADA PAINT CO
LIMITED

PAINT~VARNISH & DRY COLOR MAKERS~LINSEED OIL CRUSHERS
FACTORIES & OFFICES~MONTREAL~TORONTO &
WINNIPEG~OXIDE MINES~RED MILL~QUEBEC

Kyanize



is the most durable varnish in the world for all floor and wood work. It's the varnish people are talking about.

It's the varnish they are going to use too.

Our direct advertising methods make Kyanize customers. The quality in the can holds them.

We want one live dealer in each town to co-operate with us on our exclusive agency proposition.

Our 1913 advertising plan will be the most complete ever offered by the Paint or Varnish trade.

Wait for our salesman or write us for full particulars about Kyanize before placing your Spring order.

BOSTON VARNISH COMPANY, EVERETT STATION, **BOSTON**

Here's Your "Cue" Mr. Paint Man



QUALITY

The Tale of Quality Has a long, long reach—

The tale of "quality" travels far and fast — if it is a tale of good quality it helps — if poor quality it *hurts*. Sell a paint that disappoints — that fades, chalks off, and does all the other things a poor paint generally does and you will be surprised how far and how fast the dissatisfied patrons spread the news and the dissatisfaction. On the other hand sell

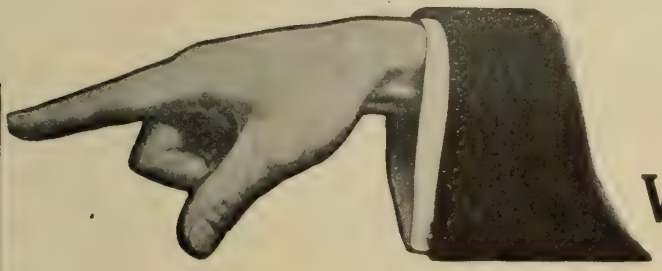
Martin-Senour Paint
100% Pure

and you will wonder what it is that is building up your business so fast. Satisfaction delights in telling about the thing that satisfies so much. It is not a silent salesman — rather it gets up on the housetop and lets the neighbors all know what it is so pleased about. What will a hundred such salesmen do for you? Sell Martin-Senour Paint and see. Write today for the way to get them started talking for you.



The Martin-Senour Co., Limited
Pioneers of Pure Paint
Montreal Chicago
Winnipeg





For Your Best Varnish Trade

DOUGALL VARNISH is for those of your customers who want what is good. For those who are discriminating enough to understand that the varnish which wears well is the varnish which is cheapest.

DOUGALL VARNISH is the Varnish that lasts longest. It is therefore the cheapest varnish. Use this argument and increase your sales of Dougall Varnish. You will reap the benefit later on in addition to increased profits.

The Dougall Varnish Company, Limited

305 MANUFACTURERS ST. J. S. N. DOUGALL, President
MONTREAL CANADA

Associated with Murphy Varnish Co., U.S.A.

Varnish Talks Is Getting The Painters' Trade



DO you realize, Mr. Dealer, what an important part the painter is to your varnish trade—yet how hard it is for a varnish manufacturer to advertise to him successfully?

We have overcome this through our own painters' magazine, "Varnish Talks," that goes to a greater number of painters than the combined circulation of all the regular painters' papers.

This paper is read because it is a real magazine, containing practical helpful information on painting and wood finishing.

Every Pratt & Lambert Dealer is entitled to send us free subscriptions to this little magazine for his painter customers.

No other house in the regular varnish trade offers you such assistance to get this, the most important trade of your varnish business.

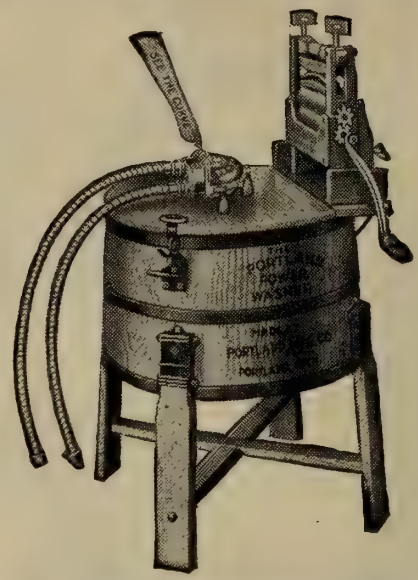
Write for Our Interesting Selling Proposition

PRATT & LAMBERT-Inc.
VARNISH MAKERS
24 COURTWRIGHT STREET, BRIDGEBURG, ONTARIO

FACTORIES
BRIDGEBURG, ONTARIO

NEW YORK BUFFALO CHICAGO
LONDON PARIS HAMBURG

FROM STOCK



Only 20 lbs. Pressure Required

The Supreme Test

The supreme test of a Washer's worth is the way the Washer washes. Try it out with the Dirty Shirt test. Take an unusually dirty but originally white shirt, run it through the Portland Water Power Washer, and you'll find that the shirt itself is not only perfectly clean (provided, of course, that the dirtiness of the shirt isn't due to paints, etc.), but that the neck and wrist bands too are spotless.

The Portland is a trouble-less washer—it relieves all washer worries.

Made complete in our own factories—washer, motor, and furniture finished tub.

If you're looking for a quality washer that's really worth while get after your hardware jobber, or write direct to us.

HENDERSON & RICHARDSON
Formerly J. A. HENDERSON
Board of Trade Building, MONTREAL

SOLE CANADIAN AGENTS FOR
PORTLAND MFG. CO., - Portland, Mich.
The Largest Manufacturers of Washing Machines in the World

BANNER
TRADE MARK.

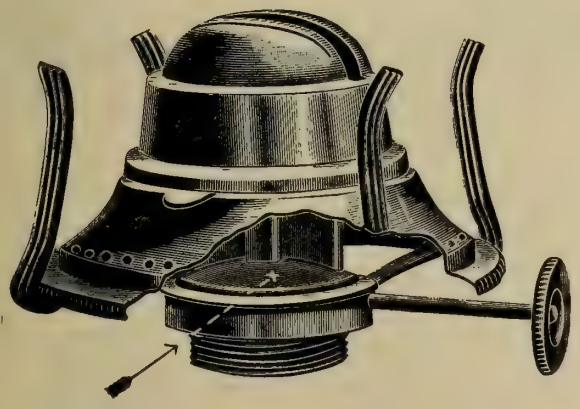
HAVE YOU ARRANGED

for your

Burner Requirements ?

Price of Brass is Daily Going Up!

"BANNER" Burners have not YET!!



Now is the time to get your Contracts in BEFORE prices advance!

BRANCHES:

56 Albert Street, Winnipeg.
30 St. Dizier Street, Montreal.

Ontario Lantern & Lamp Co., Limited
HAMILTON, ONTARIO

MAKE MORE MONEY

by featuring the line of varnishes that has made good the world over—



INTERNATIONAL

Varnish and Varnish Specialties

Sterling Quality is put into every "International" Can before the label is attached, and the dealer is assisted by our co-operation in the form of original and forceful selling helps.

Here are some of our leading lines that have been recognized as the standards of good quality for over 40 years:

ELASTICA — Floor Finish

FLATTINE — Finishes

LACQUERET — Household Lacquer

KLEARTONE — Stains

Satinette — White Enamel

Get details of our proposition.

K16

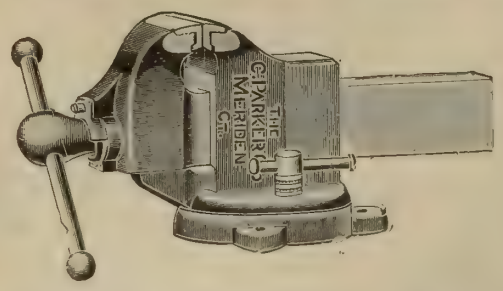
TORONTO **INTERNATIONAL VARNISH CO. LIMITED** WINNIPEG

Canadian Factory of STANDARD VARNISH WORKS

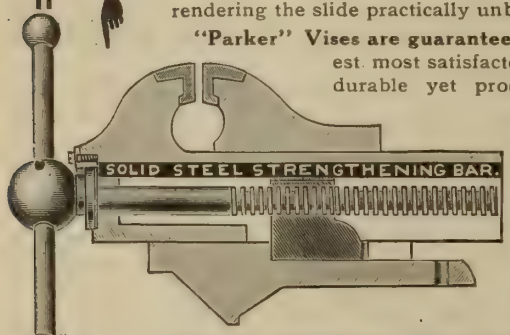
NEW YORK CHICAGO LONDON BERLIN BRUSSELS MELBOURNE

Largest in the world and first to establish definite standards of quality

PARKER VISES



Note The Strengthening Bar



It is inserted and welded into the casting, rendering the slide practically unbreakable.

"Parker" Vises are guaranteed the strongest most satisfactory, and most durable yet produced.

Made from a mixture of cast iron and Bessemer Steel carefully selected, and manufactured by skilled workmen.

Write for catalogue and full particulars.

The Charles Parker Co.
Meriden, Conn., U.S.A.

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

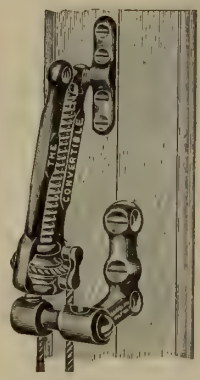
Contractors to the Admiralty and War Office

THE "CONVERTIBLE" PATENT FANLIGHT OPENER

Simple

Effective

Compact



1796 IRON
⅜ screw 4/-
½ " 6/6

1795 BRASS
⅜ screw 5/6
½ " 8/6

1797 GUN METAL
⅜ screw 6/6
½ " 10/6
each.

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of

Cartland Patent Helical, Climax, Adjustable, and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to wholesale Hardware Merchants.

A. & J. Automatic

ONE HAND EGG BEATER

Cream Whip and Mayonnaise Mixer

THIS is a device that is certain to **sell quickly.** It will do what all other beaters will do in **one-half the time** with **one-half the labor.** One hand is all that is necessary to operate it.

Has no wheels to clog and **requires no tiresome cranking.**

Stock a sample and place it where **your customers are sure to see it.** The results will be big.

Write for the verdict of dealers who are selling this improved Egg Beater.



Ask Your Jobber.

COLLETTE MFG. CO.
COLLINGWOOD - ONT.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

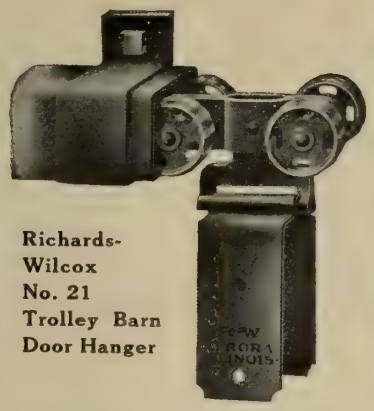


"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

Push and Pull



Richards-Wilcox No. 21 Trolley Barn Door Hanger

Push and pull doors equipped with Richards-Wilcox Door Hangers—as often as you wish, for scores of years—they will always run smooth, easy and sure—always move straight, without wobbling. Richards-Wilcox Door Hangers will last for years under hard use, because they are the result of thirty years Hanger building experience—they're made right—from right materials and by right men.

You, your customers and clients can depend on Richards-Wilcox Door Hangers. **Get catalogs and prices to-day.**

A Hanger for Any Door That Slides

Richards-Wilcox

MANUFACTURING CO.
AURORA, ILL. U.S.A.

Why Buy the "Near Brand" when the Best is Procurable?

THE L. MARTIN CO.'S
Old Standard, Eagle, Pyramid and Globe
GERMANTOWN
LAMPBLACK
IS THE BEST
AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

The L. MARTIN CO.
Manufacturers of the
Highest Standard Lampblacks
for all purposes
ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

Paint and Varnish Removers

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those covered by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

	NAME OF BRAND
The Sherwin-Williams Co., Montreal, Canada	"Taxite"
International Varnish Co., Ltd., Toronto, Canada	"Klensa"
Pratt & Lambert, Inc., Bridgeburg, Ontario, Canada	"Expedite"
British American Paint Co., Victoria, B.C.	"Bapoo"
Mount Royal Color and Varnish Co., Montreal, Canada	"Scrape-off"
James Robertson Co., Ltd., Toronto, Canada	"Robertson's Paint and Varnish Remover"
Sanderson Pearcy Co., Ltd., Toronto, Canada	"Devolite"
Stewart & Wood, Toronto, Canada	"Solvo"
Martin-Senour Company, Ltd., Montreal, Canada	"Martin-Senour Paint & Varnish Remover"

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

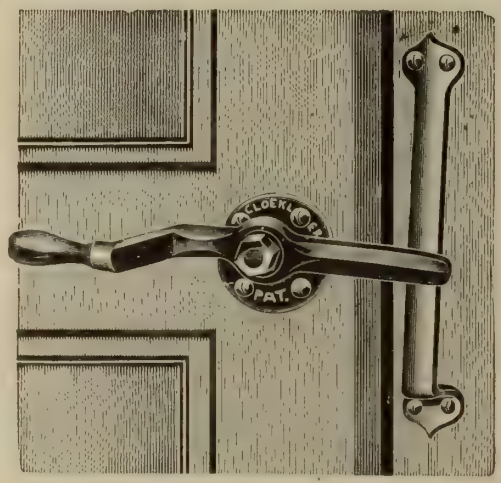
You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company

100 William Street
NEW YORK, N.Y.

Gloekler's Patent FASTENERS

For Refrigerator Doors and Cold Storage Work

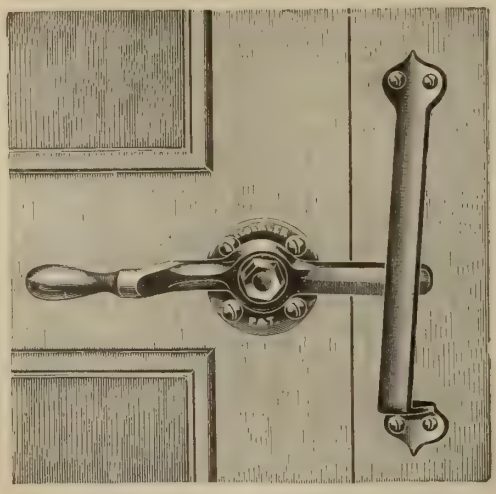


SHOWING DOOR OPEN

Simple and Easy to Operate
EASY TO SELL

These fasteners are heavy and substantially constructed and are specially adapted for heavy work. They will last a lifetime. You are certain to have calls for these, stock a few and be prepared—**don't miss a sale.**

We also make a line of Spring Fasteners, Hinges, etc., in tinned, brass and nickel plated.



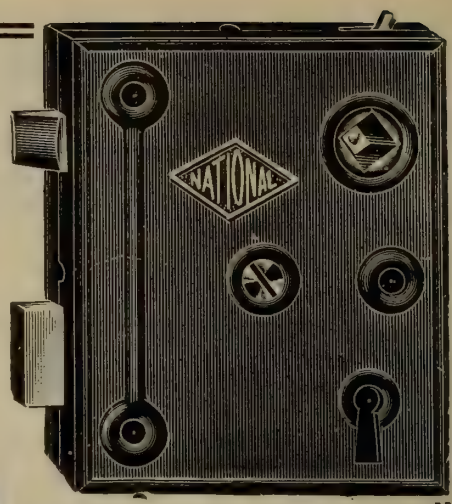
SHOWING DOOR FORCED SHUT

Write for descriptive circulars and price list

Bernard Gloekler Co.
Pittsburgh, Pa. U.S.A.

National Steel Rim Locks

are noted for their strength, durability and efficiency.





Safety Demands a Good Lock

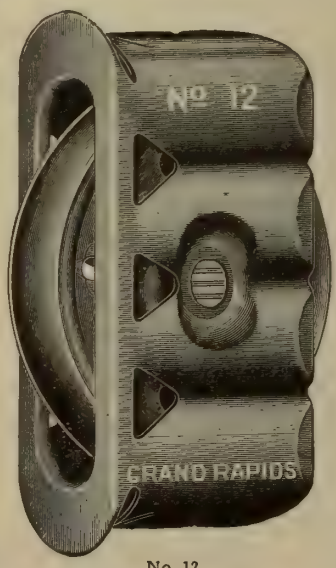
The "NATIONAL" Locks are built for strength and safety, the highest quality steel being used in their manufacture. They are made to meet the requirements of your highest class trade.

The "National" Lock is the only steel rim lock made in Canada, but sells at a medium price.

Let us hear from you

NATIONAL HARDWARE COMPANY, LIMITED
ORILLIA. ONTARIO, CANADA

GRAND RAPIDS



No. 12
GRAND RAPIDS

All-Steel Sash Pulleys

SAVE THEIR ENTIRE COST IN

Labor, Freight, Screws, &c.

GRAND RAPIDS are the original—the STANDARD goods. Nearly every jobber in Canada and United States carries them in stock.

Write for samples and descriptive catalogues We make thirty-seven styles.

Largest Sash Pulley makers in the world.

GRAND RAPIDS HARDWARE CO.
100 Eleventh Street, GRAND RAPIDS, MICH., U.S A.

LONDON
HIGH GRADE

Never Varies in Quality and Toughness

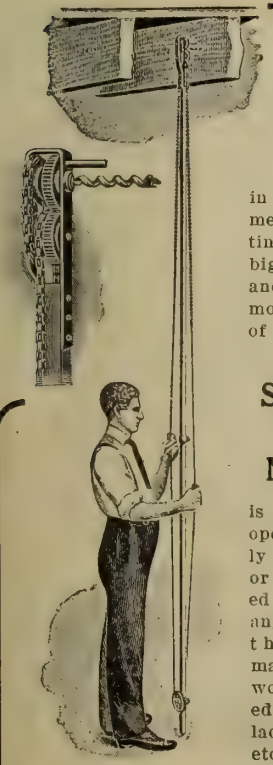
London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

London Rolling Mill Co., Ltd.,
LONDON - - CANADA

Sales Agents, Ontario, Baines & Peckover, Toronto. Manitoba, Bissett & Loucks, Ltd., Winnipeg.

BAR IRON



A Minute's Delay

in boring a hole means a larger time loss on a big contract — and time means money. The cost of a

Standard Boring Machine

is saved soon. It operates perfectly in hardwood or when adjusted to difficult angles. It saves the workman many hours of work in cramped positions, ladder climbing, etc.

Our booklet will tell you more about it Send for one.

FORD AUGER BIT CO.
Holyoke, Mass.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE
NEW YORK CITY

The WHITE MOP WRINGER



is the world's standard.

It wrings mops thoroughly, easily, quickly and neatly.



Sold by Jobbers and the old reliable White Mop Wringer Co.

MADE IN CANADA





WHITE MOP WRINGER CO.
FULTONVILLE, N.Y.



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Farmers and Grocers

Are Prospective Buyers Of

THE CHAMPION CIDER MILL

Get After Them—A Good Profit Awaits You

This Grinding Mill **does its work rapidly and easily**; can be worked by hand or power.

The pressing tubs are strong and are so constructed that they **cannot clog.**

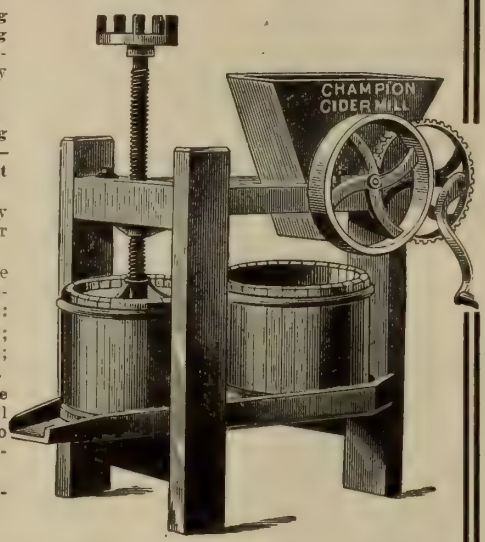
The whole machine is strong and well made—has nothing to get out of order.

It has many advantages over other makes.

We manufacture three sizes, capacities as follows: No. 1, 1 Bushel; No. 2, ¾ Bushel; No. 3, ½ Bushel.

Stock a sample at once — it will enable you to procure many orders.

Write for particulars.



The London Foundry Co., Ltd.

LONDON, CANADA

Chances for Business

In these days of prosperity large public buildings are constantly being planned in all parts of the country.

These are your chances for getting business.

Good air is a necessity in all buildings, but more especially in those built for public use.

The best way to get good air is by the use of our

J. W. HARRIS Ventilators



They have been tried all over Canada, and have never failed to give complete satisfaction.

St. John, N.B., Feb. 8th, 1909.

J. W. Harris Mfg. Co, Ltd.,
Montreal.

Gentlemen:

We have had no complaints from any of our customers regarding your "J. W. HARRIS ROTARY VENTILATORS" we purchased from your Company.

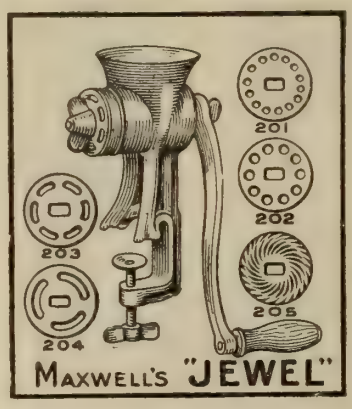
Yours truly,
J. E. Wilson, Limited.

Write us for terms.

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal



MAXWELL'S "JEWEL" FOOD CHOPPER

is a quick-cutting, smooth-working, thoroughly reliable Canadian-made machine at a price which makes sales easy.

Made in four sizes, with full equipment of cutting plates for every class of work.

Write for Catalogue of Maxwell Food-Cutters, Washers, Churns, etc., to

DAVID MAXWELL & SONS, St. Mary's, Ont.

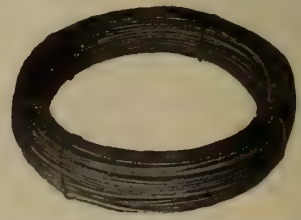
We have the facilities for turning out

The Highest Grade Baling Wire and Bale-Ties

at a reasonable cost—a baling wire that allows the dealer good profits and is certain to create enthusiasm among users.

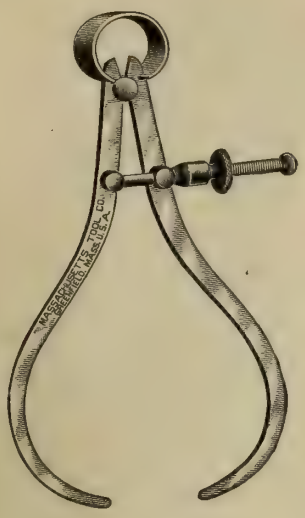
Before placing your order, write us for prices and full information.

We also manufacture WIRE NAILS and STAPLES, O. & A. WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is unsurpassed.



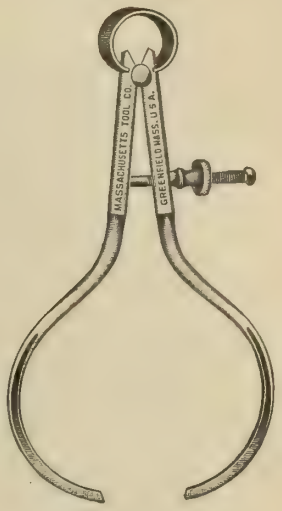
THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario

GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN, Winnipeg, Man.



CALIPERS

Goodell-Pratt's



"Mass. Tool" Brand

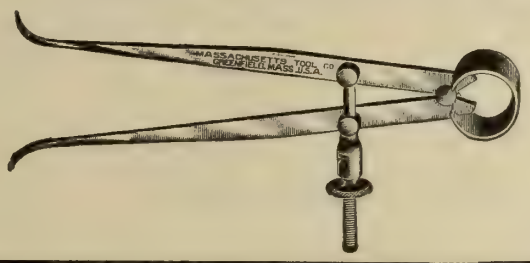
When you carry in stock Goodell-Pratt's "Mass. Tool" Brand Calipers you are carrying only such styles and sizes as are most commonly used by machinists.

The workmanship of our Calipers is unexcelled; in fact, if you have ever handled any of our tools, you know what Goodell-Pratt's stands for.

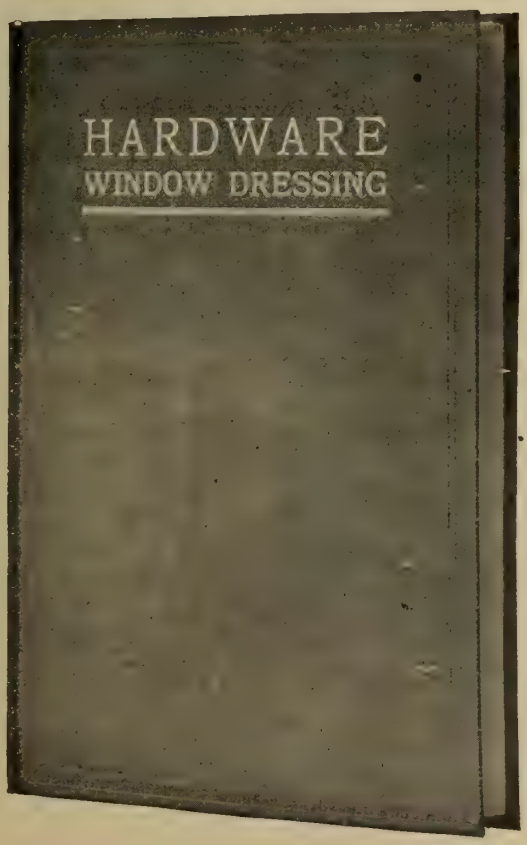
Our Catalogue, showing and describing over 1,200 tools will be sent to all dealers on request.

Goodell-Pratt Company, Greenfield, Mass. U.S.A.

Toolsmiths



Toolsmiths



You May Become a Practical Window Dresser for $2.50

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages **8x11 Inches** **300 Illustrations**

Price $2.50. (Payable in Advance)

Send for Descriptive Circular

Technical Books, 143-149 University Ave., Toronto



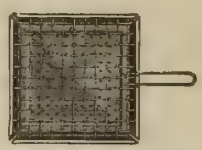
Dealers Greatly Interested In Our New Catalogue

Alert, progressive dealers are greatly interested in our new catalog, illustrating as it does the very latest improvements in washing machine construction. After reading and studying this catalog you'll get many new ideas about washing machines. You'll see the value of taking hold of Connor Washers and Wringers energetically. Drop us a card for a copy. We want every progressive dealer to get a copy whether or not he handles the Connor Line.

J. H. Connor & Son
Limited
Ottawa - - Canada



THE "IDEAL" TROUSER HANGER



BREAD TOASTER

Your NOTION COUNTER Will Bring Better Results

If You Sell Our

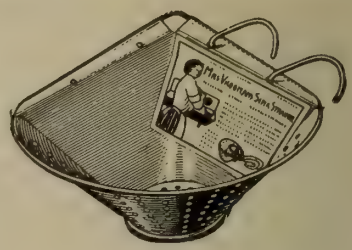
HIGH GRADE GOODS

If you are not selling them send us a trial order at once.

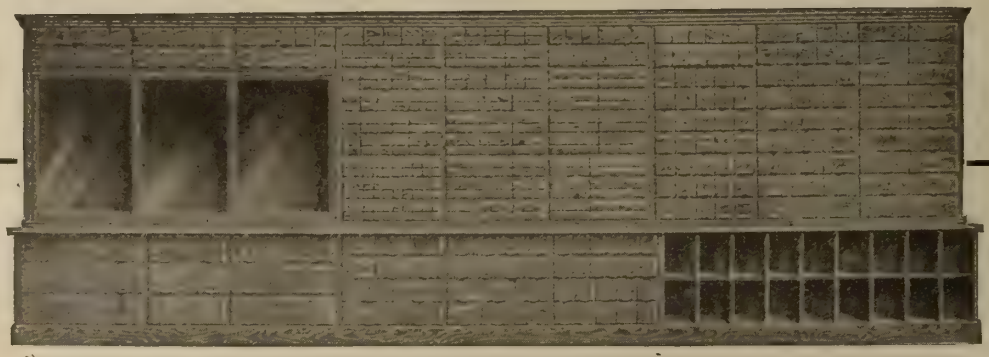
They are well made and excellently finished, and are certain to be the choice of the most critical of buyers.

Our prices are low. We ship promptly.

Write for complete catalogue on all our lines.



Andrews Wire Works of Canada, Ltd., WATFORD, ONT. ROCKFORD, ILL.



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving, and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto



THE PRICE OF COAL IS GOING UP

and most of the heat is going up, too—up the chimney—unless it is intercepted and used by means of a

WRIGHT'S TUBULAR RADIATOR

This takes the place of a length of stove pipe, and the heat it produces from the waste gases and smoke is sufficient to heat an ordinary room to the proper temperature.
The air in the room passes through the centre portion of the Radiator by means of six tubes, and issues from the top in six columns of warm air.
It will pay you to keep these radiators in stock—especially this year, when a shortage of coal is predicted.

No.	Size.	Size pipe collar.	Weight.
10	10 x 24 in.	6 in.	12½ lbs.
100	10 x 24 in.	5 in.	12½ lbs.
14	14 x 28 in.	6 in.	18 lbs.
140	14 x 28 in.	7 in.	18 lbs.

Finished in Blue-Black Steel, with Nickeled name plate.
Each Radiator Papered and Crated.

E. T. WRIGHT & CO., HAMILTON, CAN.
(H. G. WRIGHT)
Agencies at Vancouver, Winnipeg and Toronto.

MAPLE LEAF



"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF."

Shurly-Dietrich Co., Limited
GALT, ONTARIO and VANCOUVER, B.C.

CANADIAN TUBE & IRON CO., LIMITED
Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR JOBBER FOR

TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

Also NIPPLES

Black and Galvanized
All Sizes.

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL, Works: Lachine Canal

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895

Special Grand Prize

GOLD MEDAL

Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

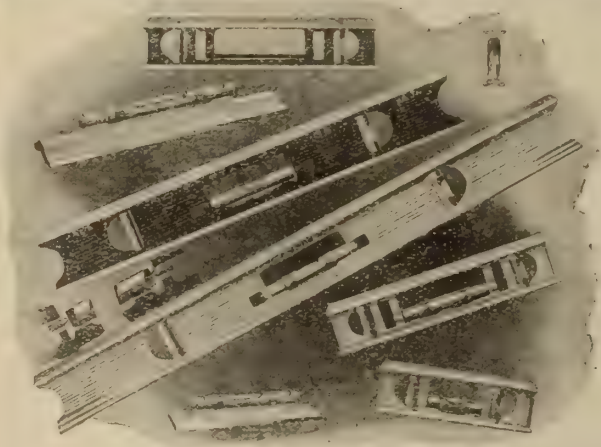
D. PERES Barrel Brand CUTLERY

(Razors, Pocket Knives and Scissors.)





Canadian Agents: GREEFF-BREDT & CO., TORONTO Western Office: Feilman, Gibson & Jardine, 222 Portage Ave., Winnipeg. Montreal Office: H. J. Stafford, 426 King's Hall



COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

Stanley Tools

SIX REASONS WHY YOU SHOULD STOCK STANLEY METALLIC PLUMBS AND LEVELS

1. Their design is **attractive** and **perfectly proportioned**, which combines the **minimum** of **weight** with the **maximum** of **strength.**
2. The **milling** and other **machine** work is such as to secure **absolute uniformity** in the level stocks, whose top **and** bottom are **perfect straight edges** and parallel.
3. They are **correctly made** and will **remain accurate** under any ordinary condition of use.
4. They are **easily adjustable.**
5. They are **reasonable** in **price.**
6. The **demand** for them is **well established.**

STANDARD THE WORLD OVER

Stanley Rule & Level Co.

NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

McKinnon Electric-Welded Coil Chain



McKinnon Swell-Weld Coil Chain

25% More Weld = 25% More Strength = 25% More Wear

MADE IN CANADA

Perfect Stock + Perfect Welding = Perfect Product



See The Swell?

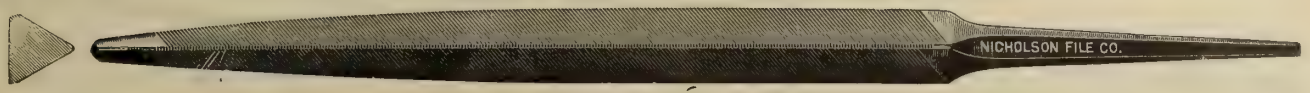
MADE BY

Sales Office: BUFFALO, N.Y.

McKINNON CHAIN COMPANY

Factory: ST. CATHARINES, ONT.

There is a Nicholson-made File for every filing purpose



Among the many other reasons why dealers should handle Nicholson-made files is their great range of shapes and grades. Each file for each purpose is made in the shape and of the grade of steel that our long specialized experience has shown to be the very best for the purpose.

In Canada, the favorite Nicholson-made files are.

"AMERICAN" "ARCADE" "GREAT WESTERN" "GLOBE"
"EAGLE" "McCLELLAN" "KEARNEY & FOOT" "J. B. SMITH"

Sell these lines. You are backed by all the great prestige of the Nicholson File Company, and your file stock is the line acknowledged to be the standard of the quality. Your jobber can supply you.

Nicholson File Co., - - Port Hope, Ont.



No. 600 A A
Wide Mouth

MAPLE CITY OILERS

We manufacture the most complete line of oilers made in America, including Pump, Engineers', Machinists', Mowing Machine and Railroad Oilers, Tallow Pots, Engineer Sets, Torches, Lamps, etc.

MAPLE CITY MFG. CO.

MONMOUTH, ILLINOIS, U.S.A.

"I Tell You It's A Great Saw"



The best advertisement for your store is a satisfied customer. The carpenter who buys a

SIMONDS SAW

and is pleased with his purchase returns again to give you more of his trade. This is one sure way to gain friends among the best buyers. Each Simonds Hand Saw is fully warranted, and you are absolutely protected against loss in selling it.

Simonds Canada Saw Company, Limited

MONTREAL, P. Q.

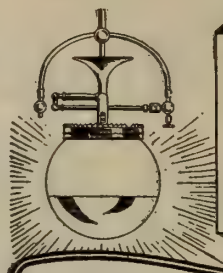
St. John, N.B. Vancouver, B.C. In the U.S.—The Simonds Mfg. Co.

Window Glass

Prompt Import From Belgium

Chance's Glass
Plate Glass
Colored Glass

B. & S. H. THOMPSON & CO.
Limited
MONTREAL, QUE.



THE RICE KNIGHT
LIGHTING SYSTEM

MR. MERCHANT. If you could make your store more attractive, cheerful and inviting, with a pure white light of intense brilliancy, that would display your stock to better advantage and would suggest to your clerks to keep your stock neat and clean, wouldn't it pay you to investigate such a light.

The R-K Lighting System costs less than gas or electricity, is easy to operate, requires very little attention, and is permitted by all insurance companies. It is used by thousands of Canadian merchants, and can be installed anywhere, no matter where you live.

Have the best lighted store in town. Let us tell you how. Write to-day for Booklet "G." A postal brings it.

RICE KNIGHT Limited
TORONTO, ONT.

Hardware Dealers in every province excepting Alberta are requested to write for agency proposition. Five hundred live hardwaremen in Saskatchewan and Manitoba now sell the R-K System. We want more. Write our Regina branch to-day regarding an agency in Western provinces, or direct to Toronto for Eastern agencies.

THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout Six-Inch Stroke



This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

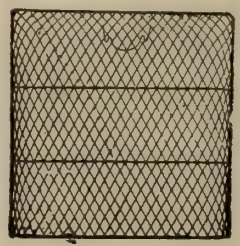
WRITE FOR OUR
BIG FREE CATALOGUE.

The Aylmer Pump & Scale Co., Limited
AYLMER, ONTARIO

HOW ABOUT YOUR STOCK OF

FIRE-PLACE SCREENS & FENDERS

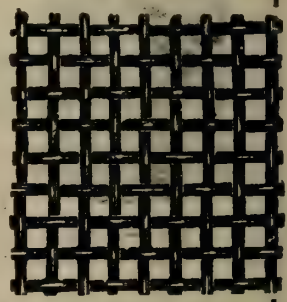
OUR GOODS ARE STANDARD



WHEN YOU ARE IN THE MARKET FOR

Wire Cloth
Perforated Sheet Metals
General Wire and Iron Work

Consult us. We have goods that have a clean record, ensuring the buyer his money's worth and the dealer a good profit.



Do not hesitate about sending us your order or specify our goods when ordering through your Jobber.

Have you a copy of our new catalogue?

Canada Wire and Iron Goods Company
HAMILTON, ONT.

We Specialize in all kinds of Steel Cells, Steel Work, Etc., for Prisons, Jails and City Lockups.

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality

TRADE 

MARK

The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY

HAMILTON, - ONTARIO

PIONEERS IN THE PACKING BUSINESS

Copper Sheets

M. & L. Samuel, Benjamin & Co.

CORNER KING STREET AND SPADINA AVENUE

Toronto

The World's Largest

PURE LAMP BLACK

Manufacturers

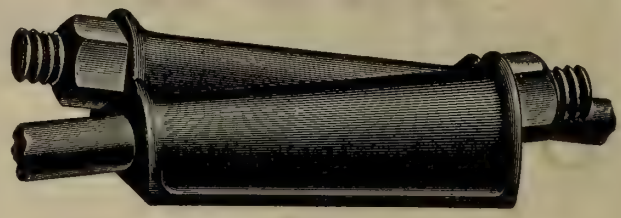


We manufacture all the standard grades of Pure Lamp Black and stand back of it with a WRITTEN GUARANTEE

Write for samples and prices to-day.

WILCKES MARTIN WILCKES CO.
New York, N. Y. U.S.A.
Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.

TANK LUGS



For Round Rods, also Flat Bands on Silos, Tanks, Penstocks, etc. **Malleable Iron,** best quality, all sizes.

OTTERVILLE MANUFACTURING CO., LIMITED
OTTERVILLE, ONTARIO

Corporate Mark

STAMPED ON THE



GENUINE ARTICLE

Granted 1780.

Jonathan Crookes & Son

Sheffield, England

PEN, POCKET & SPORTING KNIVES, RAZORS, &c.

For Sale by Leading Wholesale Houses

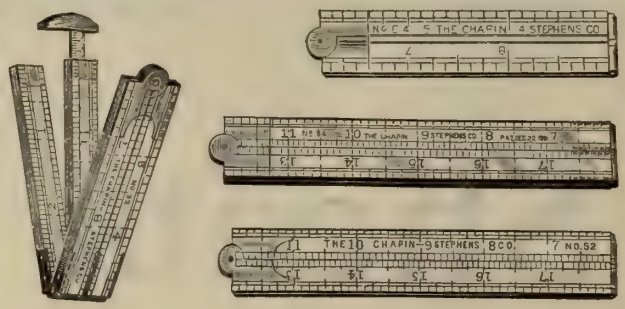
Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

Canada Foundry Company

LIMITED

MONTREAL	HEAD OFFICES	WINNIPEG
HALIFAX	TORONTO	VANCOUVER
OTTAWA	CANADA	ROSSLAND



Rules

THE CHAPIN-STEPHENS CO.
UNION FACTORY
PINE MEADOW, CONN., U.S.A

BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER, METAL SPINNINGS

150,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.

HAMILTON, ONT.

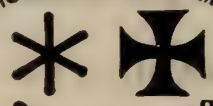
JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

REGISTERED TRADE MARK



GRANTED 1682.

By seeing that this exact mark is on each blade.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

GLAZIERS' DIAMONDS

A. Rudd & Co.

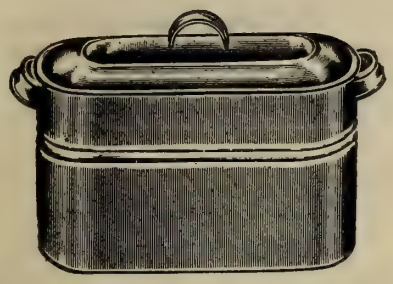
AGENTS:—
Gault, McCombe & Co.,
624 Coristine Bld. Montreal

St. Helens,
Lancs., England



All our diamonds are guaranteed. They are set and tested by practical glass cutters before leaving our works.

WASH BOILERS That Will Prove Rapid Sellers



These boilers are positively hand made from start to finish.

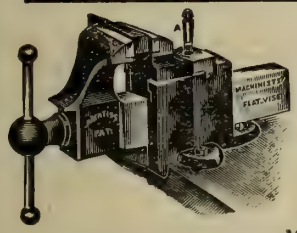
Each one has a heavy steel wire rod which assures strength and durability.

All seams are carefully soldered. We make all grades of Copper, Tin and Galvanized ware, each guaranteed to give the buyer his money's worth.

Write for catalog on all our lines—our prices will interest you.

SOREN BROS., Cor. King & Niagara Sts., Toronto

Do Not Be Misled by Inferior Imitations.



There is but one

PRENTISS VISE

Made by

Prentiss Vise Company

Hardware Building, 106-110 Lafayette St., Cor. Walker St., NEW YORK

Sole Agents for Canada: A. Macfarlane & Co., Coristine Bldg., Montreal.
Sole Agents for Great Britain: Chas. Neat & Co., 112 Queen Victoria St., London, E. C.

SCREW AND STRAP HINGES

for Barn Doors, Gates, etc.

Ours have GIMLET-POINTED Hooks, with CUT Coach-Screw Thread. Get our prices.

NUTS

We can ship immediately from stock, Square and Hexagon Sizes for bolts up to 1 1-2 inches thick.

Send us your orders



LONDON, CANADA

British America Assurance Company

A.D. 1833

FIRE & MARINE

Head Office, Toronto

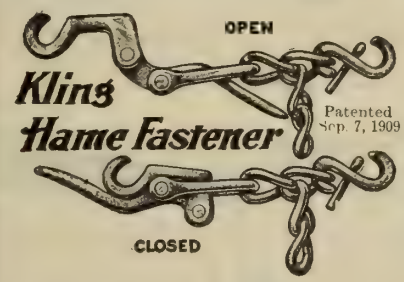
BOARD OF DIRECTORS

Hon. Geo. A. Cox, President. W. R. Brock, Vice-President.
Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox,
Geo. A. Morrow, D. B. Hanna, Augustus Myers,
John Hoskin, K.C., LL.D., Frederic Nicholls, Alex. Laird,
James Kerr Osborne, Z. A. Lash, K.C., LL.D.
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager.

CAPITAL	$1,400,000.00
ASSETS	2,061,374.10
LOSSES PAID SINCE ORGANIZATION	35,000,000.00

No Horse Can Break the



makes no difference how he lunges, jumps or jerks. No difference who hitches up, the hames will be tight and exert the same pressure every day. So good that we guarantee it and authorize you to refund the price to any dissatisfied user. Sells for 25c. but leaves you a profit of 50 per cent., or $1 on every dozen. Costs you $2 a dozen. See "Kling" on the lever. Descriptive circular on request.

The National Safety Snap Co., Inc., Dept. 33, Wilmington, O., U.S.A.

Sole manufacturers of the Klingsnap and Kling Hame Fastener.

D. C. Ross & Co., 56 Colborne Street, Toronto, Ont.

Canadian Distributing Agents

ALL YOUR CUSTOMERS WILL WANT THIS



SAMUELS' DUSTLESS ASH SIFTER

Here is the sifter you've always wanted. No work, no waste, no dust. Just turn the handle, ashes sift into barrel, unburned coal drops into scuttle. Cuts down coal bills, lasts a lifetime.

Write for particulars.

FOR SALE BY

RICE LEWIS & SON H. S. HOWLAND & SONS
KENNEDY HARDWARE CO., TORONTO, ONT.

MANUFACTURED ONLY BY

J. SAMUELS, - - - - - TORONTO, ONT.

WESTERN ASSURANCE COMPANY

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE, TORONTO, ONT.

Assets over - -	$3,000,000.00
Losses Paid Since Organization of the Company, over -	$55,000,000.00

HON. A. COX, President
W. R. BROCK, Vice-President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufactures to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

When writing advertisers kindly mention having seen the advertisement in this paper

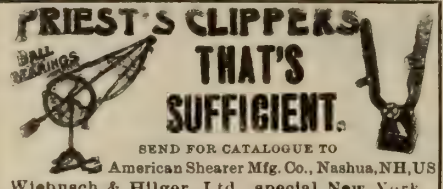
BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET, - - QUEBEC

CLIPPERS.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, NH, US
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street

BOILERS.



HARDWARE MEN
Put in a stock of
FEED COOKERS
Write
The James Bros. Foundry Co.
Perth, Ont.,
For Cuts and Prices.

JENKINS & HARDY
Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
51½ Toronto Street—2e route 52 Canada Life Bldg., Montreal

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.
WRITE FOR SAMPLES AND PRICES
Raymond Bros., London, Ont.

EMERY WHEELS.



Canadian Hart Wheels
442 Barton St. East, Hamilton
Corundum and Emery Wheels Grinding Machines, Beaver Oil Stones.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital Street Birmingham

HINGES.



ATLAS STRAP HINGE
Guaranteed stronger than any other strap hinge made from basic wire of the best quality. Japan finish. Large profit for you.
Write for Samples and Prices.
Atlas Mfg. Co., 121 Water St., New Haven, Conn.

HOUSE NUMBERS.

STEEL STAMPS LETTERS FIGURES
HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

IRON.

PIG IRON
STEEL PLATES, BARS and ANGLES
BAR IRON
David C. Mitchell & Co.
118 Queen St. - Glasgow, Scotland

MANUFACTURERS'' AGENT.

Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker, St. Nicholas Bldg., Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

TOOLS.

Send For Our New Catalog
Most complete line of
SCREW DRIVERS AND SMALL TOOLS
PIONEER TOOLS
The Southington Mfg. Co., - Southington, Conn.



ARMSTRONG CUTTING-OFF TOOLS
are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shapes. 7 sizes each. Write for Catalogue
Armstrong Bros. Tool Co.
N. Francisco Ave.
CHICAGO, U.S.A.





PERMANENTLY REPAIRS SMALL LEAKS
in Roofs, Skylights, Boat Bottoms, Tanks, etc. A knife only tool needed. Retails at 25 cts. Per Stuck, or sent by mail postpaid for 35 cts
WRITE FOR TRADE DISCOUNTS TO-DAY
THE PHILIP CAREY CO., Lockland, Cinn., Ohio.

Malleable Iron Castings

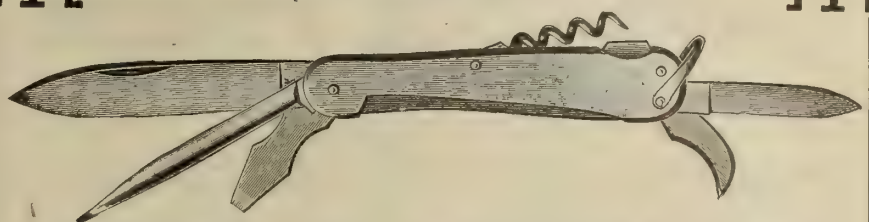
Try us for your next
Silo Blocks

Manufactured by

P. KYLE

MERRICKVILLE, ONT.

J. A. Henckels
TWIN WORKS CUTLERY



Pocket Knives, Scissors, Razors, Butchers' and Cooks' Knives, etc.

Sole Agents **F. W. Lamplough & Co.** 9 Debresoles St. MONTREAL

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

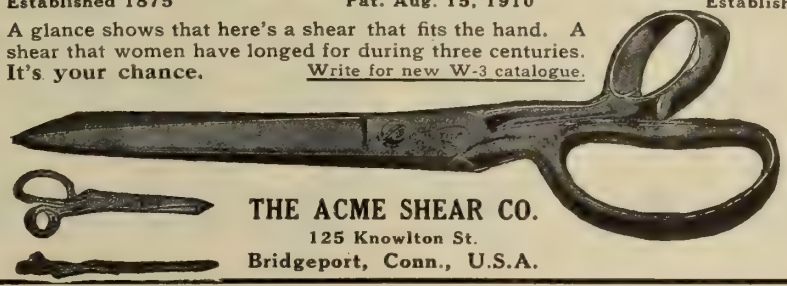
THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

The "Lucky Grip" Bent Trimmer Shear

Established 1875 Pat. Aug. 15, 1910 Established 1875

A glance shows that here's a shear that fits the hand. A shear that women have longed for during three centuries. It's your chance. Write for new W-3 catalogue.



THE ACME SHEAR CO.
125 Knowlton St.
Bridgeport, Conn., U.S.A.

Made in 7" - 8" - 9" Sizes
List Price
$34, $36, $38 gross

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York

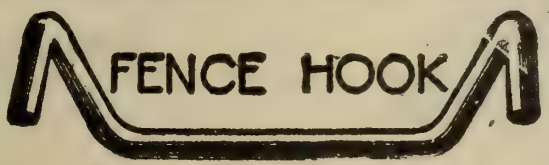
The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



Made by
A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Pease Economy Furnaces

WRITE FOR CATALOGUE AND PRICES

PEASE WALDON CO., LIMITED WINNIPEG . PEASE FOUNDRY COMPANY LIMITED TORONTO . PEASE PACIFIC FOUNDRY LIMITED VANCOUVER

Get The Local Agency For Our Profitable

SAFE-LOCK FENCES

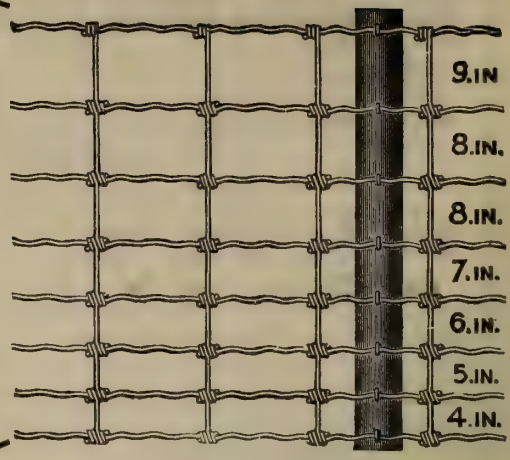
These fences contain all the qualities essential to rapid sellers.

You cannot make the "Safelock" Stay slip in any direction—neither can animals.

Besides this, the strand wires are not weakened by kinks. This gives them strength which is superior to those of other fences.

Draw a large fence trade—sell the "Safelock."

Write for agency proposition now—do not delay.



OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario

The Saskatchewan Glass and Supply Company, Limited

WHOLESALE IMPORTERS AND DEALERS IN

Glass and Builders' Supplies

WE CARRY A FULL STOCK OF THE FOLLOWING:

Polished Plate Glass
Window and Leaded Glass
Fancy and Wired Glass
Mirrors and Bevelled Plates
Plasters, Limes and Cements
No order too large or too small.

Building and Sheathing Papers
Felt and Asbestos Papers
Rubber Roofings and Roofing Papers
Nails and Sash Pins
Putty and Glaziers' Points
Prompt shipments our specialty.

Metallic Ceilings and Cornices
Metallic Shingles and Sidings
Sewer Pipe and Tilings
Plasterers' Hair, Sash Bars, Brick
Mantels, Grates and Tile.
Correspondence Solicited.

Cor. Manitoba and Sixth Avenue

P.O. BOX 670 — MOOSE JAW, SASKATCHEWAN — TELEPHONE 348

ATKINS STERLING SAWS

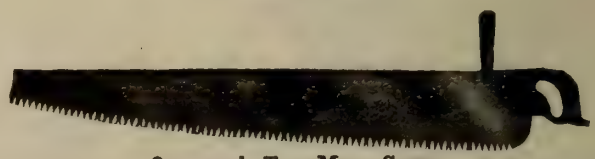
Made in Canada

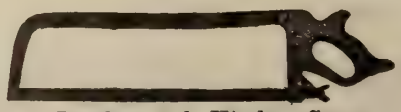
A PERFECT SAW FOR EVERY PURPOSE

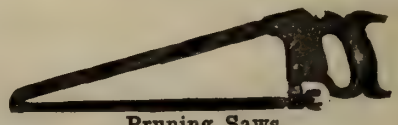

Hand, Rip and Panel Saws.


Nests of Saws.


Trowels.


One and Two-Man Saws.


Butcher and Kitchen Saws.


Pruning Saws.

E. C. Atkins & Co. - Hamilton, Ont.

Vancouver Branch—109 Powell Street

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

F. E. MYERS & BRO.
ASHLAND, OHIO

PUMPS OF ALL KINDS
HAY UNLOADING TOOLS
BARN DOOR HANGERS
guaranteed by our reputation for fair dealing.
The name means "QUALITY"
LOOK FOR THE NAME MYERS

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

EASYSET SYSTEM
ALL METAL
STORE FRONT CONSTRUCTION.

EASY-SET BARS

We carry a full stock of Easy-set store front construction and can make immediate shipments of all ordinary requirements.

Special mouldings can be made up on short notice. Let us figure on your next specification.

The Consolidated Plate Glass Co.
of Canada (Limited)
TORONTO
WINNIPEG MONTREAL

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

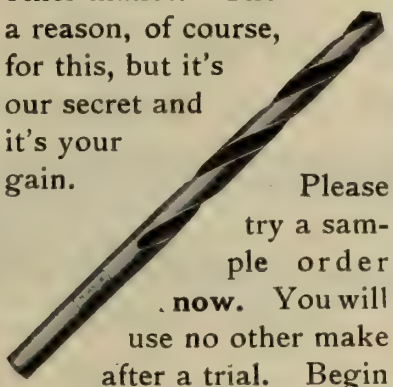
Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

"Morrow" Drills

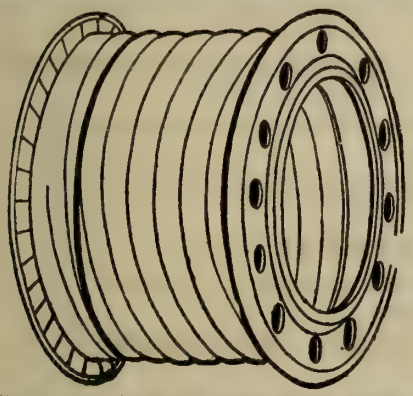
will drill more holes than other makes. There's a reason, of course, for this, but it's our secret and it's your gain.



Please try a sample order now. You will use no other make after a trial. Begin now. All jobbers carry them.

John Morrow Screw and Nut Co., Limited
Ingersoll, Ontario
Every "Morrow" Drill is Canadian made and is guaranteed

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.
O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

FOR SALE BY JOBBERS OR BY THE MANUFACTURERS.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, O t.
St. John, N.B.	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, General Manager Western Canada
TORONTO

When writing advertisers kindly mention having seen the advertisement in this paper

When writing advertisers, kindly mention having seen the ad. in this paper.

Bur-Nor Hatchets Never Lose Their Heads



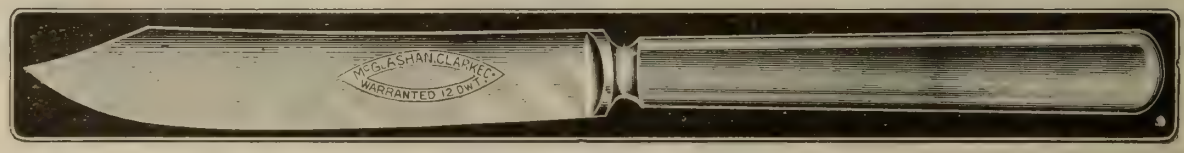
The Center of Efficiency In Bur-Nor Hatchets

Lies in their reinforced handles, which insures **50 per cent.** more **service** than can be secured from a wooden handled hatchet, and enables them to stand a strain of **over 300 pounds.** The blades are carefully tempered in oil to take and maintain a keen cutting edge. There are **nine** styles from which to choose. Some of them will just fill your demand.

We want every dealer who reads this "ad." to send for catalogue and prices. Do it to-day.

Burgess-Norton Mfg. Co., Geneva, Ill., U.S.A.

High Grade Cutlery
Electro-Plate and Solid Nickel-Silver Flatware



FRUIT KNIFE

This Fruit Knife commands a steady sale the year around. They are put up 6 in a pretty satin lined box and make a very useful and attractive gift. Each box contains our Guarantee. Also made in 6 dwt. and 2 dwt. quality.

McGLASHAN, CLARKE CO., LIMITED - - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont. BENJ. ROGERS, Charlottetown, P.E.I.

WE WANT A MAN

of good character, in each city, town and village in Canada, where we are not already represented, to act as our

SPECIAL CIRCULATION REPRESENTATIVE.

Work is dignified and educative. Previous experience unnecessary. Duties at first need not interfere with your present employment.

WE WILL ASSIST THE RIGHT MAN TO BECOME INDEPENDENT FOR LIFE.

If you are making less than $100.00 a month, and are trustworthy and ambitious to learn and become competent to handle our business in your vicinity, write us at once for full particulars.

MACLEAN PUBLISHING COMPANY,
143-149 University Ave., Toronto, Ont.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.

WARE MFG. CO. LTD.
OAKVILLE
PURE ALUMINIUM WARE
"WILL OUTWEAR ANY WARE"

"OAKVILLE" PURE ALUMINIUM COOKING UTENSILS

Each article made from a single piece of Aluminium. No cracks or seams, will not scorch or burn. Heat passes through aluminium two or three times as fast as through tin or iron, cooking food more quickly. Highly polished finish, making excellent displays on shelves or windows. **Their fine appearance, backed by their finer quality, make them quick sellers.**

Our Guarantee—*If the goods are not satisfactory, return them at our expense and we will return your money, or credit your account.*

WRITE FOR TERMS AND FULL PARTICULARS. PROMPT SHIPMENT.

THE WARE MFG. CO., LIMITED, Offices: 220 King St. W., Toronto Factory at Oakville, Ont.

Dealers!

HERE'S YOUR CHANCE TO MAKE A SPLASH.

This Mantel or any of our "70" different designs, fitted with our Electric Grate requires no chimney, therefore anyone building a house can have a Mantel complete for less than the actual cost of a chimney.

Write for the "dope"—Your contractors will fall for it.
Don't forget—We have the best line of Gas and Coal Grates in the country.



The Barton Netting Co., Limited

38 Ouelette Avenue, Windsor, Ont.

Our Motto—"QUALITY"

"Diamond" High Speed Drills



WILL produce quality results and at the same time materially reduce your drilling costs.

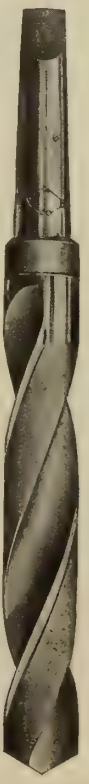
After experimenting with various high speed steels for years, results prove conclusively that the steel we use is superior to all others.

Hardened and tempered by men of experience, "Diamond" High Speed Drills retain the exquisite amount of toughness which reduces breakage to a minimum.

As every operation receives the careful attention of skilled mechanics, not alone quality but absolute accuracy is guaranteed.

Send for our Catalogue 74A and learn more about them.

Jobbers in all large cities will supply or write us.



The Whitman & Barnes Mfg. Co.

ESTABLISHED 1854

Trade W&B Mark

Factory at

ST. CATHARINES - ONTARIO

Stocks carried at Winnipeg and Montreal

Trade W&B Mark

Personal Chat With You About Ourselves

When a business man subscribes to a trade paper year after year without lapsing, it is a sure sign that the paper is worth money to him.

Hardware and Metal has many subscribers who have kept their names on our lists for over twenty years. Hundreds of dealers have been subscribing for over ten years, and almost every new hardware man sends in his subscription to Hardware and Metal, among his first acts, on opening his store.

Many of our subscribers have recently written us, giving their opinion of Hardware and Metal. We reproduce some of them herewith:

• • •

Fred C. Lariviere, Montreal. "I must be one of your oldest subscribers, and I have always read, with interest, your various articles, and I take this opportunity to congratulate you on the many improvements made lately. Your information is always reliable and has been of great profit to me, more than once."

• • •

J. W. Husband & Son, Wallaceburg, Ont. "We have been subscribers to Hardware and Metal for nearly twenty years and we have been satisfied with every issue. We would not care to be without the paper—not even one issue."

• • •

J. P. Martineau, Quebec. "You are giving your readers a high class of service, and your readers who like to profit by it have a very great advantage in increasing their business. This is forty-five years since I began for myself. I would have paid much to get one journal like yours in that time."

• • •

Fraser Hardware Co., Galt, Ont. "We appreciate Hardware and Metal very much and are looking forward to its weekly arrival. We begin to think that it is indispensable to our business."

• • •

A. & J. Meiklejohn, Harriston, Ont. "We would not like to do business without Hardware and Metal. We find the market reports and prices given of great help to us."

• • •

E. I. Torrens, Tillsonburg, Ont. "We believe Hardware and Metal covers the entire field of the hardwareman and we have never felt the need for any other magazine. As long as you continue to improve your service as you have in the past, the other fellows have poor picking."

• • •

A. E. Campbell, St. Thomas, Ont. "Hardware and Metal is the only trade journal I take and it certainly is a welcome piece of mail every week. I cannot see how you could improve it any."

Henry Gillies, St. Jacobs, Ont. "I think Hardware and Metal is the best trade paper. It fills the bill satisfactorily."

• • •

R. E. Little, Teeswater, Ont. "I feel that Hardware and Metal is a necessity to us as a stimulant to business and a ready reference to valuable information."

• • •

Doherty Bros., Kinmount, Ont. "We are extra well satisfied with Hardware and Metal. We find it helps us very much in our business and also helps our clerks."

• • •

A. L. Allen & Co., Cobourg, Ont. "Hardware and Metal seems to be improving."

• • •

J. H. Harrison, Port Colborne, Ont. "Hardware and metal is up-to-date and just what the trade requires."

• • •

Mason & Dale, Bowmanville, Ont. "Hardware and Metal fills the bill O.K."

• • •

Geo. H. Roblin, Brighton, Ont. "I am certainly satisfied with Hardware and Metal. Keep a-going."

• • •

H. Pitt, Cornwall, Ont. "Hardware and Metal comes up to my full expectation of what a hardware magazine should be."

• • •

S. D. Ross, Brighton, Ont. "I would not do without Hardware and Metal for a great many times its cost, for I save money by the information I receive in reading it carefully every week."

• • •

J. H. Hedley, Clarksburg, Ont. "I have found Hardware and Metal a very useful book to keep me posted on the latest market prices, and also on the trade of the outside world."

• • •

W. J. Heard, Fenelon Falls, Ont. "We couldn't do without Hardware and Metal. We always look forward for it, every week."

• • •

Nobert & Lymburner, Three Rivers, Que. "We very much appreciate the contents of each number."

J. S. Hall, Toronto, Ont. "I am delighted with Hardware and Metal."

• • •

T. J. Parsons, Omemee, Ont. "I could not do without Hardware and Metal. It is A1 and I am always looking for it, when Saturday comes."

• • •

W. Hanna & Co., Port Carling, Ont. "We are well satisfied with Hardware and Metal. We could not presume to suggest any improvements."

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Acme Shear Co. 95
Allan Hills Edge Tool Co. 15
American Bolt & Screw Case Co.. 38
American Shearer Co. 94
Andrews Wire Wks. 86
Armstrong Bros. Tool Co. 24 94
Atkins & Co., E. C. 96
Atlas Mfg. Co. 94
Aylmer Pump & Scale Co. 90

Barker, D. J., & Son 32
Barnett, G. & H. 88
Barton Netting Co. 99
Bissell Carpet Sweeper Co. 27
Bosse & Banks 94
Boston Varnish Co., The 76
Bowser, S. F., & Co., Ltd. 67
Bradstreets 97
Brandram-Henderson, Ltd. 65
British Am. Assce. Co. 93
Bridgeport Hdw. Mfg. Corp. 29
Buck Stove Co., Wm. 32
Buffalo Mfg. Co. 14
Burrow Stewart & Milne 38
Burgess Norton Co. 98

Cameron & Campbell 86
Canada Cement Co. 30
Canada Foundry Co. 92
Canada Paint Co. 75
Canada Metal Co. 94
Canada Steel Goods Co. 8
Canada Wire & Iron Goods Mfg. Co. 90
Canadian Copper Co. 83
Can. Fairbanks-Morse Co., Ltd.... 2
Canadian Ferrosteel Co. 40
Canadian Hart Wheels 94
Canadian Oil Cos. 74
Canadian Tube & Iron Co. 87
Can. Heating & Ventilating Co.... 31
Cartland, Jas., & Son 80
Carborundum Co., The 19
Caverhill, Learmont & Co. 41
Chadeloid Chemical Co. 81
Chapin Stevens Co. 92
Chicago Spring Butt Co. ..... Inside back cover
Clare Bros. & Co. 37
Collette Mfg. Co. 80
Connor, J. H., & Son 86
Consolidated Plate Glass Co. 97
Crookes, Jonathan, & Son 92
Cummer-Dowswell, Ltd. 25

Davidson, Thos., Mfg. Co. 34
Deming Co., The 18
Disston, Henry, & Sons, Inc..... 22
Directory of Manufacturers 94 95
Dominion Cartridge Co. 42
Dominion Register Co. 101
Dorken Bros. 8
Dougall Varnish Co. 77

Enterprise Enamel Co. 14

Findlay Bros. 33
Ford Auger Bit Co. 33
Fox Supply Co. 27

Garlock Packing Co. 91
Gibb, Alexander 94
Gloeckler, Bernard 82
Goodell-Pratt Co. 85
Grand Rapids Hdw. Co. 82
Greef, Bredt & Co. 88
Greening, B., Wire Co. 10
Gutta Percha & Rubber Mfg. Co. ..... Inside back cover

Hamilton & Son, C. J. 16
Hamilton Stamp & Stencil Wks... 94
Harris, J. W., Co. 84
Henderson & Richardson 78
Heinisch, R., Sons Co. 69
Howland, H. S., Sons & Co. 7
Hupfield Ludecking 28
Hutton, Jas., & Co. 92

Imperial Oil Co., Ltd. 39
Imperial Varnish & Color Co. 63
International Varnish Co. 79

James & Reid 94
Jamieson & Co., Ltd., R. C..... 71
Jardine, A. B., & Co. 97
Jenkins Bros. 18

Kuhne, Anderton Mfg. Co. 14

Laidlaw Bale Tie Co. 84
Lamplough, F. W. 95
Lewis Bros., Ltd. 3
Lloyd, Ed. 31
London Bolt & Hinge Works 93
London Foundry Co. 84
London Rolling Mill Co. 83
Lowe Bros., Ltd. 63
Lufkin Rule Co. .....Inside back cover
Luther Grender Co. 11

McArthur, Alex., & Co. 69
McClary Mfg. Co. ..... Outside front cover 28 36
McDougall, R., Co. 80
McGlashan-Clarke Co., Ltd. 98
McKinnon Chain Co. 88

Magnolia Metal Co. 16
Maple City Mfg. Co. 89
Martin, The L. Co. 81
Martin-Senour Co. 77
Maxwell, D., & Sons 84
Metallic Roofing Co. 23
Metal Shingle & Siding Co. 25 97
Millers Falls Co. 24
Mitchell & Co., David 94
Moore & Co., Benjamin 71
Montreal Hdw. Co. 12
Morris & Bailey Steel Co. 10
Morrison Brass Mfg. Co. 40
Morrow John, Screw Co. 97
Myers & Bro., F. E. 97

National Acme Mfg. Co. 26
National Hardware Co. 82
National Mfg. Co. 9
National Safety Snap Co. 93
New Imperial Cycles, Ltd. 27
Newman, W., & Sons 94
Nicholson File Co. 89
North Bros. Mfg. Co. 1
Northern Aluminum Co. 17
Nova Scotia Steel & Coal Co. 97

Oakey, John, & Co. 83
Ohio Foundry Co. 32
Oneida Community .Outside back cover
Ontario Lantern & Lamp Co., Ltd. 78
Otterville Mfg. Co. 92
Owen Sound Steel Press Wks..... 40
Owen Sound Wire Fence Co. 96

Paterson Mfg. Co. 28
Parmenter Bullock Co., The 94
Parker Co., The Chas. 80
Pease Fdry. Co. 95
Peterborough Lock Co. 29
Pinchin-Johnson & Co., Ltd..... 67
Pittsburg Lamp Brass & Glass Co. 29
Pink, Thos. 23
Plymouth Cordage Co. 4
Pratt & Lambert, Inc. 78
Prentiss Vise Co. 93

Ramsay, A., & Sons Co. 74
Raymond Bros. 94
Rice, Knight, Ltd. 90
Richards Wilcox Mfg. Co. 81
Robertson Mfg. Co., Ltd., P.L.... 104
Rogers, Henry, & Sons 26
Ross Rifle Co. 104
Rudd & Co., A. 92

Samuel, M. & L. Benjamin & Co.. 91
Samuels, J. 93
Saskatchewan Glass & Supply Co., The 96
Seymour, Henry T., Shear Co. 95
Sharrat & Newth 95
Shaw, A., & Son 95
Sheet Metal Products Co. 2
Shurly-Dietrich Co., Ltd. 87
Simonds Canada Saw Co. 89
Smith Hardware Co. 13
Soren Bros. 93
Southington Mfg. Co. 94
Spooner, Alonzo W., Ltd. 94
Standard Chain Co. 10
Standard Paint & Varnish Co..... 73
Standard Silver Co. 4
Stanley Rule & Level Co. 88
Steel Co. of Canada, Ltd. 6
Steel Trough & Machine Co. 24
Stephens, G. F., & Co. 71
Stevens, The Jno. Co. 12
Stewart, Jas., Mfg. Co. 29 35
Still, J. H. .....Inside back cover
Stratford Mfg. Co. 39

Tallman Brass & Metal Co. 92
Thompson B., & S. H. 90
Toronto Plate Glass Importing Co.. 69
Toronto Silver Plate Co. 20 21
Toledo Cooker Co. 34
Townsend & Co., S. P. 16

Want Ads. 72
Ware Mfg. Co. 99
Western Distributors, Ltd. 94
Western Wire & Nail Co. 91
Western Assce. Co. 93
Western Clock Co.....Inside front cover
Wheeler & Bain 16
White Mop Wringer Co. 83
Whitman & Barnes Mfg. Co. 99
Wilckes-Martin-Wilckes Co. 92
Winnipeg Paint & Glass Co., Ltd.. 73
Wright, E. T., & Co. 87

How To Carry On a Credit Business Successfully!

Go after your accounts before they get old, or when they are fresh in the mind of the customer. Do not let them overrun a specified time. If you do you are sure to lose money.
The old system of account keeping has many leaks and should be immediately replaced by

The McCaskey
Account Register System

With this system in your store you can, by one handwriting, **keep tab on your accounts right up to the minute.**
You give your customers a duplicate, so that both slips are exactly alike—**this eliminates the possibility of disputes.**
Your customers will appreciate a system like this. You can give them an itemized bill in a minute—they know how much they owe.
This system **prevents forgetting to charge,** does away with a lot of unnecessary bookkeeping and **saves much worry, labor and expense.**
Will pay for itself in a short time, as it works wonders in collecting overdue accounts.
Let us send you the verdict of users.
Write us at once for full details.



Dominion Register Co., Ltd.

90-98 Ontario Street, Toronto, Canada

Trafford Park, Manchester, England

THE LARGEST MANUFACTURERS OF CARBON COATED SALES BOOKS IN THE WORLD

CLASSIFIED LIST OF ADVERTISEMENTS

Abrasive Wheels
London Emery Works, London, Eng.
Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Wheels, Hamilton.

Aluminum Ware
Hero Mfg. Co., Philadelphia.
Northern Aluminum Co., Toronto.
Stover Mfg. Co., Freeport, Ill.
Ware Mfg. Co., Toronto.
Wondershine Limited, Toronto.

Ammunition
Dominion Cartridge Co., Montreal.
Remington Arms Union Metallic Cartridge Co., New York.

Animal Traps
Oneida Community Ltd., Oneida, N.Y.

Anchors
Henderson & Richardson, Montreal.
Star Expansion Bolt Co., New York.

Auger Bits
Ford Auger Bit Co., Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.

Babbitt Metal
Canada Metal Co., Toronto.
Magnolia Metal Co., Montreal.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
Tallman Brass & Metal Co., Hamilton.

Bar Iron
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.

Bale-Ties
Laidlaw Bale-Tie Co., Hamilton, Ont.

Bar Urns
Buffalo Mfg. Co., Buffalo. N. Y.

Bath Room Fittings
Buffalo Mfg. Co., Buffalo, N.Y.
S. Sternau & Co., Brooklyn, N.Y.

Belting
Dominion Belting Co., Ltd., Hamilton
Sadler & Haworth, Montreal.

Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Co., Toronto.

Bird Cages
E. T. Wright & Co., Hamilton.

Binder Twine
Plymouth Cordage Co., N. Plymouth, Mass.

Bolts and Nuts
London Bolt and Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.
National Acme Mfg. Co., Montreal.

Boilers and Radiators
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.

Bolts—Expansion
Star Expansion Bolt Co., New York.

Brackets Shelf
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
Stanley Works, New Britain, Conn.

Brass Goods.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton
Stover Mfg. Co., Freeport, Ill.

Brass, Sheets, Tubes and Rods.
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton

Brushes.
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.

Bridle Rings—Galvanized, Brass and Plain.
Star Expansion Bolt Co., New York.

Builders' Tools and Supplies.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Lufkin Rule Co., Saginaw, Mich.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., N. Britain

Builders' Hardware.
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough.
Smith Hdw. Co., Montreal.

Butts.
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain, C.

Cans
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., Toronto.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

Carriers, Cash and Parcel
Hamilton Brass Mfg. Co., Hamilton.

Carpet Sweepers
Bissell Carpet Sweeper Company, Grand Rapids, Mich.

Carriage Heaters
Chicago Flexible Shaft Co., Chicago.

Carriage Springs and Axles
Guelph Spring and Axle Co., Guelph.

Cartridges
Dominion Cartridge Co., Montreal.

Cash Registers
National Cash Register Co., Toronto.

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Cement
Canada Cement Co., Montreal, P.Q.
Alf. Rogers, Ltd., Toronto.
B. & S. H. Thompson & Co., Montreal

Chain, Trace, Logging, Halter, Dog Leads, Agricultural.
McKinnon Chain Co., St. Catharines, Ont.

Churns
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont
Maxwell, David, & Sons, St.Mary's, Ont

Chafing Dishes
Buffalo Mfg. Co., Buffalo.
S. Sternau & Co., Brooklyn, N.Y.

Chaplets
S. Cheney & Son, Manlius, N.Y.

Clippers—All Kinds
American Shearer Mfg. Co., Nashua,NH
Chicago Flexible Shaft Co., Chicago.
Coates Clipper Mfg. Co., Worcester, Mass.

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines
Cummer-Dowswell Ltd., Hamilton, Ont
Hamilton Cotton Co., Hamilton.

Clothes Wringers
Cummer-Dowswell Ltd., Hamilton, Ont
American Wringer Co., New York City

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Cordage
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Cow Ties
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines, Ont.
Oneida Community, Ltd., Niagara Falls

Cuspidors
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co., Montreal
Crookes, Jonathan & Son.
Dorken Bros. & Co., Montreal.
Greeff, Bredt Co., Toronto.
Henderson & Richardson, Montreal.
Heinisch's, R., Sons Co., Newark,N.J.
Howland, H. S., Sons & Co., Toronto
Hutton, Jas., & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Smith Hdw. Co., Montreal.

Door Bolts.
Montreal Hdwe. Mfg. Co., Montreal.

Door Checks.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.

Door Hangers.
F. E. Myers & Bro., Ashland, O.
Richard Wilcox Mfg. Co., Aurora, Ill.

Door Springs.
Stover Mfg. Co., Freeport, Ill.

Drawer Pulls.
P. & F. Corbin, New Britain, C.
Stover Mfg. Co., Freeport, Ill.

Drills, Brick and Stone.
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.

Drills—High Speed
Alexander Gibb, Montreal.

Drinking Cups
Hero Mfg. Co., Philadelphia.

Dry Batteries
Canadian Carbon Co., Winnipeg.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.

Emery or Corundum Wheels
The Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Wheels Limited, Hamilton, Ont.
London Emery Works, London, Eng.

Electric Fixtures
The Barton-Netting Co., Ltd, Windsor Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Emery Cloth
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Emery Wheels.
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Enameled Ware
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
McClary's, London, Ont.

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Fencing—Woven Wire
The Steel Co. of Canada, Ltd., Hamilton.

Files and Rasps
Barnett Co., G. & H., Philadelphia, Pa
Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.

Firearms and Ammunition
Harrington & Richardson Sons Co., Worcester, Mass.
C. J. Hamilton & Son, Plymouth, Mich.
Tobin Arms Mfg. Co., Woodstock.

Fire Escapes
Canada Foundry Co., Ltd., Toronto.
Dennis Wire & Iron Co., London.

Fire Grates.
Ohio Foundry & Mfg. Co., Steubenville, O.

Fire Irons
Stover Mfg. Co., Freeport, Ill.

Fire Place Furnishings
The Barton-Netting Co., Ltd., Windsor, Ont.

Flint Paper
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Floor Scrapers.
Fox Supply Co., Brooklyn, Wis.

Food Choppers
Enterprise Mfg. Co., Philadelphia.
D. Maxwell & Sons, St. Mary's.
Smith Hdw. Co., Montreal.

Foot Warmers
Chicago Flexible Shaft Co., Chicago.

Forgings
Steel Co. of Canada, Limited, Hamilton.

Furnaces, see Stoves

Galvanizing
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd, Hamilton.

Galvanized Iron
W. Gilbertson & Co., Ltd., Alex. Gibb, Montreal, Agent.
Henderson & Richardson, Montreal.
John Lysaght, Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.

Gas Fixtures
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto

Glass
Hobbs Mfg. Co., London.
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg
Consolidated Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
B. & S. H. Thompson & Co., Montreal.

Glass, Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.

Glass Paper
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Glass, Wired
Hobbs Mfg. Co., London.
Toronto Plate Glass Imp. Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto

Glaziers' Diamonds
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.

Glue
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.

Grinding Machinery.
London Emery Works, London, Eng.

Grindstones
Richards-Wilcox Mfg. Co., Aurora, Ill.
American Grinder Mfg. Co., Milwaukee.

Guns
Harrington & Richardson Arms Co. Worchester, Mass.
Tobin Arms Mfg. Co., Woodstock, Ont.
C. J. Hamilton & Son, Plymouth, Mich.

Hammers
Stover Mfg. Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles
Still, J. H., Mfg. Co., St. Thomas.
W. C. Crawford Co., Tilbury.

Hardware, Metal Window.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.

Hay Unloading Tools
F. E. Myers & Bro., Ashland, Ohio.

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananoque.
Montreal Hardware Co., Montreal.
The Stanley Works, New Britain, Conn.

Hinges, Spring
Chicago Spring Butt Co., Chicago.
Standard Mfg. Co., Shelby, Ohio.

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
St. Marys Wood Specialty Co., St. Marys.

Hooks
P. & F. Corbin, New Britain, Conn.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Stover Mfg. Co., Freeport, Ill.

Hoop Iron
The Steel Co. of Canada, Ltd., Hamilton.

Hoops—Steel and Wire
Laidlaw Bale-Tie Co., Hamilton, Ont.

Horseshoes and Nails
Steel Co. of Canada, Ltd., Hamilton

Hose, Garden and Lawn.
Gutta Percha & Rubber Mfg. Co., Toronto.

Ice Cream Freezers
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg

Ice Cutting Tools
North Bros. Mfg Co., Philadelphia, Pa

Iron and Steel Bars
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton
London Rolling Mill Co., London.

Iron Pipe
Steel Co. of Canada, Ltd., Hamilton.
Canada Tube & Iron Co., Montreal.

Iron Pumps
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
Red Jacket Mfg. Co., Davenport, Iowa
F. E. Myers & Bro., Ashland, Ohio.

Knife Polish
London Emery Works, London, Eng.
Jno. Oakey & Sons, Ltd., London, Eng.

Ladders, Step.
Otterville Mfg. Co., Otterville, Ont.
Stratford Mfg. Co., Stratford, Ont.

Ladders—Shelf
Hamilton Brass Mfg. Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Lamps, Acetylene
Maple City Mfg. Co., Monmouth, Ill.

Lampblack
The L. Martin Co., New York.
Wilckes Martin Wilckes Co., New York

Lanterns
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.

Lawn Fencing
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
McGregor Banwell & Co., Walkerville
Banwell Hoxie Wire Fence Co., Hamilton.

Lawn Mowers
D. Maxwell & Sons, St. Mary's, Ont.
Supplee Hardware Co., Philadelphia
Clipper Lawn Mower Co., Dixon, Ill.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.

Lawn Swings
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Lightning Rods
Hamilton Brass Mfg. Co., Hamilton, Ont.

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools
Pink, Thos., & Co., Pembroke, Ont

Manufacturers' Agents
Gibb, Alexander, Montreal.
McIntosh, H. F., & Co., Toronto.
Western Distributors Ltd., Saskatoon.

Mantels and Grates
The Barton-Netting Co., Ltd., Windsor, Ont.

Match Boxes
Stover Mfg. Co., Freeport, Ill.

Metals
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal.
McKechnie Bros., Birmingham, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Alonzo W. Spooner, Ltd., Port Hope, Ont.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
Tallman Brass & Metal Co., Hamilton
Thompson, B. & S. H. & Co.,Montreal

Metal Lockers
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.

Metal Stove Fronts
Canada Foundry Co., Ltd., Toronto.

Mop Holder
Theo. J. Ely Mfg. Co., Erie, Pa.

Mop Wringers
Theo J. Ely Mfg. Co., Erie, Pa.
White Mop Wringer Co., Fultonvi'e, N.Y.

Nail Pullers
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith Hardware Co., Montreal.

Nails, Wire
Laidlaw Bale-Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. C., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton.

Oilers
Thos. Davidson Mfg. Co., Montreal.
Hero Mfg. Co., Philadelphia.
Maple City Mfg. Co., Monmouth, Ill.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E. T. & Co., Hamilton, Ont.

Oil Stones
Canadian Hart Wheels, Hamilton, Ont
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Oil Tanks
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont

Packing
Garlock Packing Co., Hamilton, Ont.

Paints, Oils, Varnishes
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto
International Varnish Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover
Chadeloid Chemical Co., New York.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.

Perforated Sheet Metals
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
Samuel Benjamin & Co., Toronto.
A. C. Leslie & Co., Montreal.

Pipe, Wrought Lead and Galvanized
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pliers
Henderson & Richardson, Montreal.
Smith Hardware Co., Montreal.

Poultry Netting
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Pruning Knives
International Tool Co., Detroit.

Pulleys (Sash, etc.)
P. & F. Corbin, New Britain, Conn.

Pumps
Canada Foundry Co., Ltd., Toronto.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Red Jacket Mfg. Co., Davenport, Iowa.

Pumps, Power
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty
Brandram-Henderson Co. Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.

Rat Traps
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.

Razors
Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorker Bros. & Co., Montreal.
Jas. Rutton & Co., Montreal.
Kampfe Bros., New York.

Razor Blades.
Schramberger, Uhrfedernfabrik, Schramberg, Germany.

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton.
Carborundum Co., Niagara Falls, N.Y.

Razor Strops
J. R. Torrey & Co., Worcester, Mass.

Registers
Jas. Stewart Mfg. Co., Woodstock, Ont.
Canadian Ferrosteel Co., Bridgeburg.

Rivets
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies
Barber Asphalt Co., Philadelphia.
Brantford Roofing Co., Brantford.
Canadian Supply Co., Toronto.
Dominion Roofing Co. of Canada, Ltd., Toronto.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg.

Rope
Independent Cordage Co., Toronto.

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.

Saws
Atkins, E. C., & Co., Indianapolis, Ind.
Disston, Henry, & Sons, Philadelphia.
Drabble & Sanderson, Sheffield, Eng.
Shurley Dietrich Co., Ltd., Galt, Ont.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

Scales
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Renfrew Scale Co., Renfrew, Ont.

Screen Door Sets
P. & F. Corbin, New Britain, Conn.
Stanley Works, New Britain, Conn.

Screws, Nuts, Bolts
National Acme Mfg. Co., Montreal.
Steel Co. of Canada, Limited, Hamilton.

Screws, Wood
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Hamilton.

Scythe Stones
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors
Acme Shear Co., Bridgeport, Conn.
R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
J. Wiss & Sons Co., Newark, N.J.

Shelf Boxes
Cameron & Campbell, Toronto.

Shellacs
Berry Bros., Walkerville.

Shovels and Spades
Spear & Jackson, Sheffield, Eng.

Sieves and Screens
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Silverware
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.

Sporting Specialties.
Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Cavers Bros., Galt, Ont.
T. Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton.
Spramotor Co., London.

Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.

Spring Hinges, Etc.
Chicago Spring Butt Co., Chicago, Ill.
Standard Mfg. Co., Shelby, Ohio.

Stains, Shingle
Berry Bros., Walkerville.

Stains, Wood
Berry Bros., Walkerville.

Staples
B. Greening Wire Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton.

Steel—High Speed
Alexander Gibb, Montreal.
Henderson & Richardson, Montreal.

Steel—Cold Rolled Strip
Morris & Bailey Steel Co., Pittsburg.

Steel Wire Hoops
Steel Co. of Canada, Ltd., Hamilton.

Stencils
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Sheet Metal Products Co.of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont.
Herod Machine & Stamping Co., Brantford.

Store Ladders
Hamilton Brass Mfg. Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.

Stoves, Furnaces
Burrow, Stewart & Milne Co., Hamilton.
Findlay Bros., Carleton Place.
Clare Bros. & Co., Preston.
Holland Furnace Co., Holland, Mich.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
D. J. Barker & Co., Pictou.

Stoves, Gas.
Burrow, Stewart & Milne Co., Hamilton.
McClary Mfg. Co., London, Ont.

Tacks
The Steel Co. of Canada, Ltd.,Hamilton.

Tapes
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor, Ont.

Tin Plate
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
M. & L. Samuel, Benjamin & Co., Toronto.

Tools
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Armstrong Bros. Tool Co., Chicago.
Robt. Sorby & Sons, Sheffield.
Stanley Rule & Level Co., New Britain.
International Tool Co., Detroit.

Tools—Metal Workers'
Brown-Boggs Co., Hamilton.

Tool Grinders
American Grinder Mfg. Co., Milwaukee Wis.
Luther Grinder Mfg. Co., Milwaukee.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Trucks
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Renfrew Scale Co., Renfrew, Ont.

Varnishes: See Paints
Berry Bros., Limited, Walkerville, Ont
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.

Ventilators
Harris, J. W., Co., Montreal.

Vises
Henderson & Richardson, Montreal.
Hollands Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co., New York.

Washing Machines, Etc.
J. H. Connor & Son., Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
One Minute Washer Co., Toronto.
London Foundry Co., London.

Wall Plaster
Manitoba Gypsum Co., Winnipeg.

Waffle Irons
Stover Mfg Co., Freeport, Ill.

Wagons—Children's
Wodstock Wagon Co., Woodstock.

Washers
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

White Lead
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Limited, Hamilton

Wholesale Hardware
Caverhill, Learmont & Co., Montreal
Howland, H. S., Sons & Co., Toronto
Lewis Bros. & Co., Montreal.

Window Guards
Canada Wire & Iron Goods Mfg. Co. Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Guards
B. Greening Wire Co., Ltd., Hamilton

Wire Door Guards
B. Greening Wire Co., Ltd., Hamilton

Wire—Iron, Steel, Brass and Copper
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Limited, Hamilton

Wire Mats
Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery
Ed Brand, 472 Moss Lane., Manchester Eng.

Wire Products
Andrews Wire Works, Watford, Ont.

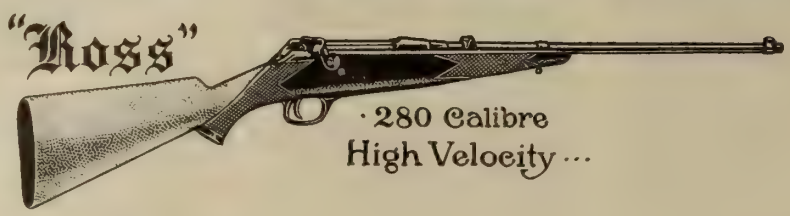
Wire Rope.
The B. Greening Wire Rope Co., Ltd. Hamilton.

Wire Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Jas. Steele Limited, Guelph, Ont.

Wood Finishes
Berry Bros., Walkerville.

Wrenches
Cochran Pipe Wrench Co.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdwe. & Tool Co., Springfield, Mass.

THE ROSS .280
HAS CAUSED A SENSATION



This rifle, which is a modification of the "Ross Match Rifle" which has created a furore in Great Britain, is shown by tests to be the hardest hitting rifle made.

In finish, only the highest priced English Rifles can be compared with it.

DEALERS HAVE AN OPPORTUNITY

to sell this high-class rifle which gives them a fair profit, and always makes a satisfied customer. If you have not any in stock write at once for discounts, etc.

YOUR customer may buy one from a RIVAL'S store.

ROSS RIFLE CO. - QUEBEC

ROBERTSON WOOD SCREWS
SOCKET HEAD



The hardwareman who is wide awake can make excellent profits by boosting this new wood screw.

The square hole, into which a specially made screwdriver fits, has become extremely popular with every user. With this the woodworker can do the work in less time and without danger of destroying the wood, as the screwdriver cannot slip.





PAT. FEB. 2, 1909

We are also manufacturers of Hand Drivers, Yankee Bitt, Brace Bits, Rivets, Burrs, Washers, Nails, Wire, etc.





Write for catalogue and prices.



The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

TORONTO WAREHOUSE, 19 Jarvis Street, - F. J. Schuch, Agent

"Absolute Quality"

is a thing to be considered when buying axe handles.

STILL'S
AXE HANDLES

are now specified by leading hardwaremen who have given them a trial.

"Still's" Handles have been time-tried, and have not been found lacking in quality or durability.

The selection of the wood is made by skilled workmen—men who know their business.

Before placing your order, write us.

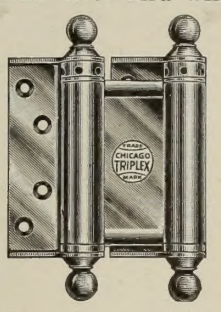
J. H .STILL MFG. CO., Ltd.

ST. THOMAS, ONT.

CHICAGO SPRING BUTTS

TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



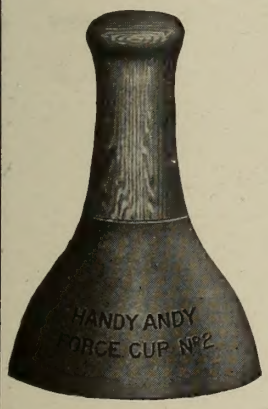
CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO — NEW YORK



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM

MANUFACTURED SOLELY BY

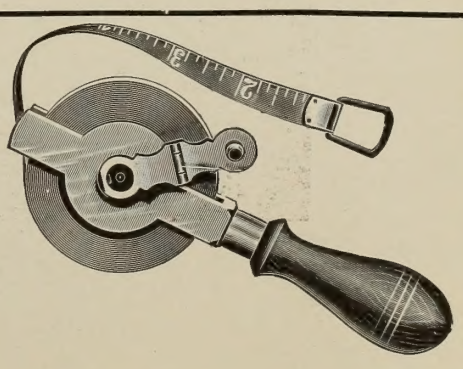
The Gutta Percha & Rubber Mfg. Co. of Toronto, Limited

Toronto Montreal Halifax Winnipeg Calgary Vancouver

MEASURING TAPES

MUST BE ACCURATE

To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.



Those that bear this Trade-Mark LUFKIN

are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.

FOR SALE BY ALL JOBBERS. THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.

CATALOGUE ON REQUEST



Canadian Factory—Niagara Falls, Ont.